



The

CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2796.
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SEPTEMBER 9, 1933

Annual Subscription (with
Diary) 20/- Single Copies 9d.

You should be selling this
British Product

It gives you
a fair profit



The "Allenburys" Beef Juice is prepared from prime lean ENGLISH BEEF. The juice of the fresh beef is extracted under pressure and concentrated in vacuo, a low temperature being maintained throughout the process to ensure that the albumens of the beef are not coagulated. Reasonable in price to the public and yielding an adequate profit to the retailer—it is an article that should stimulate every chemist to "Sell British."

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3/- per bottle

Allen & Hanburys Ltd.
London, E.2

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Telegrams :
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H. W. GRAESSER : THOMAS

49 LEADENHALL STREET,
LONDON, E.C. 3



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More Trade for You!

CASH IN ON THE Cow & Gate BOOM

365 CASH PRIZES

1st £50, 2nd £25, 3rd £10.

£5
FOR THE RETAILER
WHO SUPPLIES THE
1ST 2ND & 3RD PRIZEWINNERS

ORDER FORM

Please send me special composite pack comprising:

- 3 tins Cow & Gate Rusks.
- 3 Cow & Gate Feeders.
- 3 tins Cow & Gate Chocolate Milk.

Invoice price 10/- and invoice to me direct.
(If no direct account, please obtain from your Wholesaler.)

NAME

ADDRESS

.....
.....

C. & D. 9.9.33 ©430

COW & GATE LTD. are holding a monster Photographic Competition throughout July and August which will be widely advertised in the Press. For example, they have taken the front page of the Daily Mail in colour for July 13th. The closing date of the Competition is September 16th.

Every entrant must send a packing ticket from a tin of COW & GATE Milk Food, or from a COW & GATE Feeder, or from a tin of COW & GATE Rusks, or from a tin of COW & GATE Chocolate Milk "The Perfect Daily Drink for Growing Children".

Moreover, the chemists who supply the articles from which the packing tickets were taken by the first three prize winners will receive a special prize of £5.

See that you have sufficient stocks to meet your customers' demands.

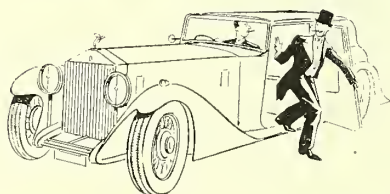
USE THIS ORDER FORM.

Cow & Gate

Milk Food

WARNING!

60 GROSS of PRECIOUS POWDERS STOLEN!



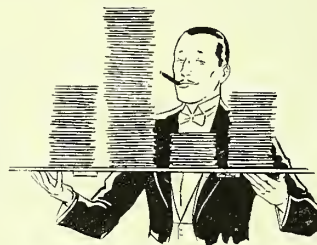
Lightning, smash-and-grab raids upon jewellers' shops and museums by "cigar-smoking connoisseurs" of precious stones in high-speed cars seem to be the order of the day. And the ease and efficiency with which their coups are carried out suggests that the general standard of intellect of the modern underworld is very much on the up-grade.

Hitherto, these "collectors" have confined their not-always-nocturnal activities to precious stones, which meant that the likes of you and I were immune from their attentions unless we were unfortunate enough to possess a Koh-i-noor diamond or similar bauble—and blabbed about it.

Recently, a gentleman or gentlemen, either through a natural flair for originality or, as is much more

likely, because they felt the precious stone business was being a little overdone, decided to make a change. And what a discerning change it was!

They entered a well-known factory in north-west London and absconded with no less than 60 gross of precious powders.



One cannot help but admire the workmanlike efficiency displayed by these masters of their art (or is it craft?) and also their nice sense of discrimination in their choice. For the factory which they entered was none other than that of Camilatone, Ltd., at Cricklewood, and the precious powders were ready-made-up Camilatone Shampoos!

What Camilatone's nocturnal visitors overlooked, however, was that they will probably find it a little more difficult to dispose of their latest haul than cut diamonds or unmounted pearls (which any Antwerp fence would take once they were got there!). If, however, every Camilatone customer and wholesaler is careful to buy his supplies of Camilatone Shampoo through his usual wholesaler or direct from Camilatone Ltd., and from no other source our good friends will be stymied, so to speak. One cannot quite see them convincing an Antwerp dealer in precious stones to buy 60 gross of Camilatone Shampoos to "put sunshine in his hair." He's probably bald anyway!



Every
COTY GIFT
will this year be
a messenger of
GOOD LUCK!

PROGRAMME

of Coty's Special Christmas Display
 throughout Great Britain

LEEDS . .	QUEEN'S HOTEL . .	SEPT. 11th to 15th.
BELFAST . .	GRAND CENTRAL HOTEL .	SEPT. 11th to 15th.
HANLEY . .	GRAND HOTEL	SEPT. 12th to 14th.
ABERDEEN . .	PALACE HOTEL	SEPT. 18th to 21st.
BIRMINGHAM . .	QUEEN'S HOTEL	SEPT. 18th to 22nd.
NEWCASTLE . .	COUNTY HOTEL	SEPT. 25th to 29th.
DUNDEE . .	ROYAL BRITISH HOTEL .	SEPT. 26th to 29th.
COVENTRY . .	KING'S HEAD HOTEL .	SEPT. 26th to 28th.
EDINBURGH . .	NORTH BRITISH STATION HOTEL.	OCT. 2nd to 6th.
CARDIFF . .	ROYAL HOTEL	OCT. 9th to 13th.
BRIGHTON . .	METROPOLE HOTEL . .	OCT. 9th to 13th.
PERTH . . .	SALUTATION HOTEL . .	OCT. 9th & 10th.
INVERNESS . .	STATION HOTEL	OCT. 11th to 13th.
SWANSEA . .	METROPOLE HOTEL . .	OCT. 16th to 19th.
BOURNEMOUTH .	GRAND HOTEL	OCT. 16th to 20th.
BRISTOL . . .	ROYAL HOTEL	OCT. 23rd to 26th.

Please make a note of these dates
 Every dealer will be very welcome

*Retailers are also cordially invited to visit
 the Coty Salon where a complete display of
 the New Coty Christmas lines is on view.*

COTY (England) LTD., COTY HOUSE, 3, STRATFORD PLACE, LONDON, W.1

Telegrams : "Paricoty, Phone, London."

Telephone : Mayfair 7244

C.F.H. 342

THE MALT THAT CANNOT CRYSTALLISE

Are you satisfied that the Malt Extract preparations you sell are the best obtainable? Think what it means to have all worry eliminated! We manufacture any combination of Malt Extract, Malt Extract and Cod Liver Oil, and Halibut Liver Oil, suitable for any climate.

The best barley obtainable, finest oils, a most modern plant—backed by many years of specialised experience—enable us to claim that ours is the "NO TROUBLE" Malt Extract, which cannot crystallise. Furthermore our prices for either bulk or packed, are distinctly interesting. Attractive packings and a choice selection of labels are available, with ample literature and show matter.

WE ALSO MANUFACTURE

MILLAMALT

THE PERFECT VITAMIN MALT FOOD. A MOST PALATABLE PREPARATION, CONTAINING VITAMINS A. B. C. D. IN CORRECT PROPORTIONS.

•

BANAEMIA

THE PHYSICIAN'S PRESCRIPTION FOR ANÆMIA. THE MODERN LIVER TREATMENT. SAMPLE AND LITERATURE FREE ON REQUEST.

•

**MALT EXTRACT WITH
COD LIVER OIL AND
CHEMICAL FOOD**

A FAVOURITE COMBINATION IN
GREAT DEMAND

**You
Cannot
Buy
Better
than the
Best**

Samples and Prices gladly sent by return of post.

Unless otherwise ordered, all products conform to B.P. 1932.

JEFFREYS, MILLER & CO. LTD.
MALT EXTRACT MANUFACTURERS
LEYLAND MILLS, WIGAN, ENG.

London Address: 73a Durham Road, Holloway, N.7.

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VARALETTES ASPIRIN NATURAL FRUIT SALINE

Effervescent

Preparations

Salines

Litmopyrine &

other medicinal

Preparations

Alfred Bishop LTD

48 SPELMAN ST., LONDON, E.1

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IMPORTANT NOTICE

**MALT EXTRACT and
MALT & COD LIVER OIL**
should now conform to the 1932
B.P. Standards.

Our products more than conform to this standard and new season's supplies are now available.

An excellent range of new labels is at your disposal.

Before booking your next contract, we suggest that you ask us for samples and prices.

We offer superior quality Malt products at interesting prices.

Send that postcard now!

C. TOLKIEN & CO. LTD.

MALT EXTRACT WORKS

SILSDEN

YORKSHIRE

Telephone: STEETON 69

Telegrams: REMOGEN, PHONE, STEETON

London Address: 461a CALEDONIAN ROAD, N.7 'Phone North 5047

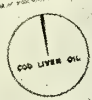
SUPPORTED BY A NATIONAL PRESS ADVERTISING CAMPAIGN

A DISCOVERY OF GREAT IMPORTANCE TO EVERY MOTHER



3 precious drops of
CROOKES' HALIBUT LIVER OIL
are more efficient than 1½ teaspoonsful of Cod Liver Oil

The supreme value of cod liver oil to children, invalids and delicate people has been known and appreciated for centuries. The British Pharmacopoeia has been instrumental in its success. But our modern, busy Victorian-Anglo-American life has made the "good" value less identified and useful.



Give your children **CROOKES' HALIBUT LIVER OIL** and you'll see the difference

CROOKES' HALIBUT LIVER OIL
"Collosol"



THE COLORADO BEETLE PEST FOUND AT TILBURY MENACE TO POTATO GROWERS



BIRTH CONTROL AND DIVORCE CHURCHES ATTITUDE CONSERVED

DEADLY ENEMY OF FARMERS VORACIOUS FEEDER



Commencing in October and appearing weekly in "The Times," "Daily Mail," "Daily Express" and "News Chronicle."

An enormous demand will be created and you are urged to lay in stocks immediately.

CROOKES' "Collosol" HALIBUT LIVER OIL

BONUS TERMS

Profit over **70%** on outlay.

The compelling window display shown below is issued to chemists taking advantage of the Bonus Terms.

Measurements: Height 16½"
Width 24"
Depth 16½"



THE CROOKES LABORATORIES
British Colloids Ltd.

PARK ROYAL + LONDON, N.W.10

Telephone: Willesden 6313 (3 lines) Telegrams: Collosols, Harles, London

£40,000 Advertising Campaign

A new company (Kephaldol Laboratories Ltd., London) with ample financial resources has been formed to develop the sale of 'Kephaldol' brand Analgesic, Antipyretic Tablets, a preparation of established authenticity which has received enthusiastic medical support, but which so far has not enjoyed the extensive demand it deserves.

The packing has been improved and an intensive and most impressive

NATIONAL ADVERTISING CAMPAIGN

will commence in a fortnight's time. This campaign will consist entirely of large space advertisements appearing in rapid succession in national media.

With such a driving force behind such a valuable medicament, an immediate and nation-wide demand for 'Kephaldol' Tablets is inevitable.

A balanced
Formula for the
treatment of
painful ailments

Pronounce it
KEFF-L-DOLL



**ON THE
P.A.T.A. LIST**

Trade Terms

Small size (1/3 retail) . . . 11/3 per doz.
Large size (3/- retail) . . . 27/- per doz.
To Qualified Dispensers Only

KEPHALDOL BRAND

DISPLAY BOX BONUS OFFER

As the Distributors, we have every confidence in the immediate success of 'Kephaldol' Tablets and therefore cordially invite all qualified pharmacists to accept the special Bonus Offer now made of **FOUR OF EACH SIZE FOR LESS THAN THE PRICE OF THREE**, in attractive display box

**Profit 7/6 on
outlay of 9/6**

or over 44% on Turnover

Notice of this Bonus Offer and of the forthcoming Advertising Campaign is being sent to all qualified pharmacists. If you do not receive yours by Sept. 12th, please apply for Bonus Order Card.

**Last day for receipt of
Bonus orders Sept 25**

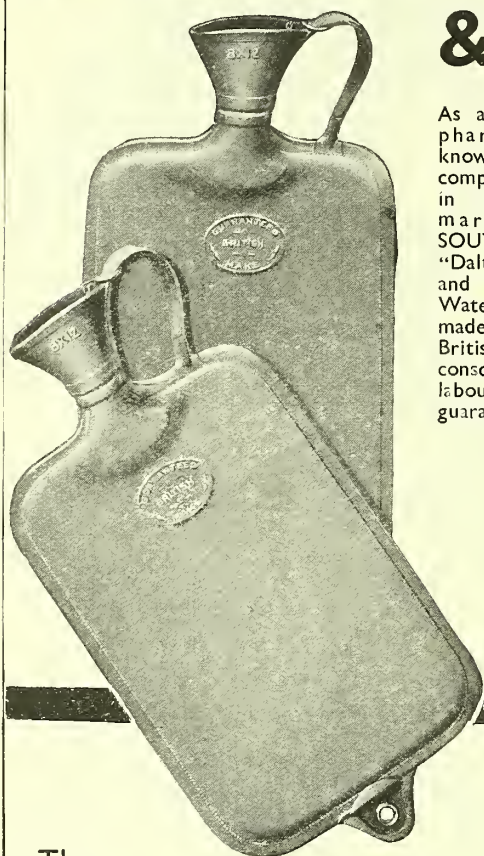


Direct from the Official Distributors only :

SANGERS LTD. 258 EUSTON ROAD NW1

These parcels can be charged through your usual Wholesaler

Second to None in Quality & Value for Money



As an experienced pharmacist you know you can place complete confidence in any product marketed by SOUTHALLS. The "Dalton," "Superb" and "Priory" Hot Water Bottles are made from the best British materials by conscientious British labour and are fully guaranteed.



The DALTON & SUPERB

The "DALTON" (grey) and the "SUPERB" (red) Canvas reinforced.

Now for the first time fitted with the INGRAM "ECLIPSE" PATENTED LEAK-PROOF STOPPER.

YOUR NAME AND
ADDRESS FREE
ON 3 DOZEN
LOTS.

Guaranteed two years

THE PRIORY

The "PRIORY" Moulded Rubber.

In the following assorted colours:—

Marbled: RED AND BLUE; WHITE, RED, BLUE AND GREEN; GREEN AND BLUE.

Plain: RED, BLUE,
GREEN.
All with Embossed
Surface.

Guaranteed one year

SOUTHALLS

If you will make use of this space for your Name Slip and post the advertisement to us we will gladly send you full particulars and prices of these and any other lines you may be interested in.

NAME SLIP HERE

SOUTHALL BROS. & BARCLAY, LTD., PRIORY HOUSE, BIRMINGHAM

The Perfect Dressings Pack

Maw's Cartoned B.P.C. Dressings are increasing in popularity, bringing better business and bigger profits to chemists who are selling them.

Like their Yellow Label Dressings, Maw's Cartoned Dressings are made in their own factory and all qualities are guaranteed. They are subject to Bonus Terms and supplied only to chemists.

Study the advantages of this distinctive pack and decide to stock and push Maw's Cartoned Dressings, from now on.

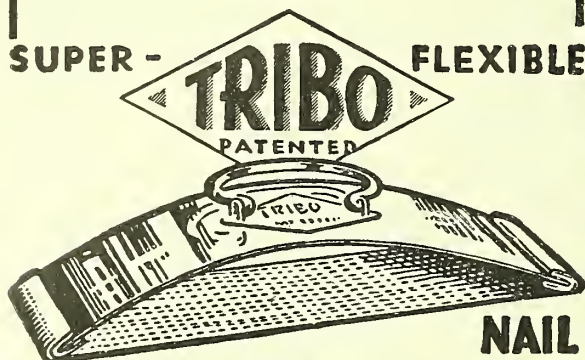
- Hygienic—sealed carton keeps contents intact.
- Dressings easy to remove and replace neatly after use.
- Partly used Dressings can be kept clean in carton for future use.
- Satisfaction to your customer.
- Convenient to stock.
- Easier to display and more impressive.
- Bigger profits.

A new and attractive showcard with a unique human sales appeal will be supplied with all orders for Maw's Cartoned Dressings B.P.C.

S. Maw, Son & Sons, Ltd.,
Aldersgate Street,
London, E.C.1.



SUPER - FLEXIBLE

NAIL
POLISHERS & EMERY BOARDS

WONDERFUL VALUE

AT
6^d.

Your Customers will quickly appreciate the ingenuity and effectiveness of these little bow Polishers and Emery Boards.

Try a sample dozen of each in bright display carton, with cut-out showcard to hold the actual article and show its mode of use.

PRICE
PER **4/-** DOZ.

Refills at same price

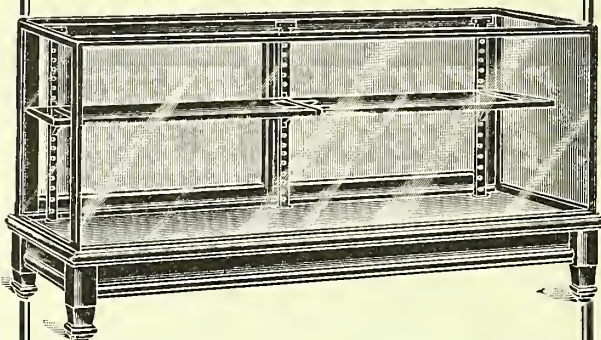
OF ALL WHOLESALE HOUSES
or from the Sole Distributors:

SOLPORT
BROTHERS LIMITED

184/192 GOSWELL RD., LONDON, E.C.1

KINGS

"INTERNATIONAL" GLASS SHOWCASE



No. H2913. This magnificent Showcase can be supplied with a solid Oak or Mahogany Frame. It is fitted with new $\frac{1}{4}$ in. drawn Plate Glass front, top and sides, with two clear glass sliding doors at back with roller bearings running on a steel track. The interior is fitted with standard bars and adjustable brackets and one row of plate glass shelves, 12 ins. wide and $\frac{1}{4}$ in. thick, polished edges. The bottom of the Showcase has an Oak Polished Plywood Floor and the legs are fitted with adjustable metal feet. Over-all dimensions: 6 ft. long by 3 ft. high by 2 ft. back to front.

PRICE **£8/0/0** EACH.

This Showcase can be supplied on a first payment of 14s. od. and 11 further monthly payments of 14s. od.

We will be pleased to forward our complete Catalogue No. 1013 Post Free on application.

J. C. KING, LTD.,
42-60 GOSWELL RD., LONDON, E.C.1.

'Phones: CLERKENWELL 2316 (6 lines).

RESULT OF THE

ALLUHR GOLD WATCH COMPETITION

The Adjudicating Committee have awarded the Three Gold Watches to:—

Mr. A. G. C. PATERSON, Gralsley Lane, Wednesfield, Wolverhampton.

Mr. H. ROBINSON, 25 South Street, Keighley.

Mr. JOHN BAIKIE (Iliffe & Sons), 29 Market Place, Nuneaton.

These, together with the 50 consolation prizes, have been sent to the winners.

The competition was an unqualified success and we would extend our cordial thanks to all those who sent in entries.

The full particulars will be included in our folder due to reach you about the 11th September.

Please pay special attention to the two-page coloured insert in this issue dealing with the latest cosmetic novelty.

G. B. KENT & SONS, LTD.

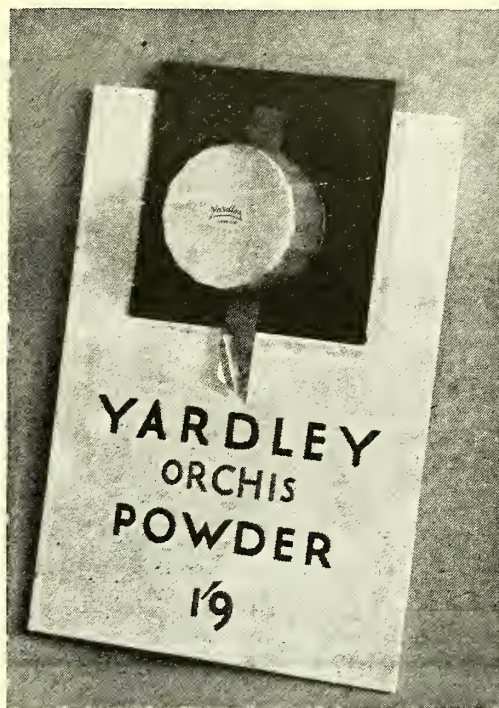
Are known the World over as
the Largest Manufacturers of

**BEST
BRITISH
BRUSHES**

Please write for full particulars to:

75 FARRINGDON ROAD, E.C.1

THIS IS THE ADVERTISED LINE WITH THE BIG SALE



IT has created a new fashion in Face Powders and has the most rapidly increasing sale of any high grade Powder.

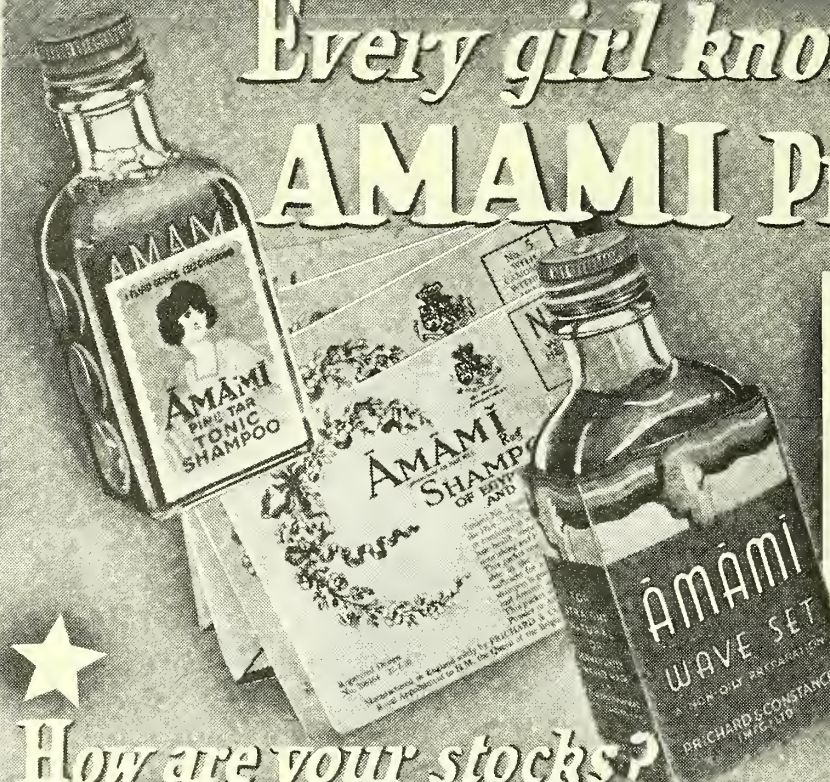
It is vigorously advertised and in constant demand everywhere; it is Standard Stock with all good Chemists and Perfumers and shows an exceptionally high profit when bought on best terms.

The strikingly attractive showcard illustrated above with its original method of attaching the Powder box is a powerful sales aid.

YARDLEY

33 OLD BOND STREET • LONDON

Every girl knows these
AMAMI Products



★ *How are your stocks?*

Powder Shampoos in 11 varieties
3d. & 6d.

Liquid Pine Tar Shampoo
6d.

"Wave Set," the new setting lotion
6d. & 1/3d.

Consists of National Advertising has made the Amami Products the best known in England for their particular purposes. Now, more than ever, it pays to cultivate the "Friday Night" customer; now, more than ever, it is worth while to display and recommend Amami Products.

Please write for terms and display material to:—
 Prichard & Constance (Mfg.) Ltd.
 11 Broad Street, London, W.C.2.

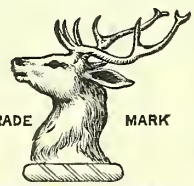


BOTH-WAYS TOOTH BRUSH
 ATTRACTIVE — EFFECTIVE — DURABLE
 HARD BRISTLE IN BEST BONE HANDLES
 KEEPS ITS STIFFNESS

Gent's 11/- Lady's 8/-
 (in single cartons 1/- per dozen extra)

EYEBROW & EYELASH BRUSHES
 BONE Handles, black or white bristles 2/6 per doz.
 ERINOID Handles, assorted colours ... 4/6 "

ATTRACTIVE SHOWCARD
 containing two Sets Bone
 Brushes and four Sets
 Erinoid (a Set is one each
 Eyebrow and Eyelash)
 3/9 per card
 Same assortment,
 unmounted 3/6.



TRADE MARK

**BIDWELLS,
 AXMINSTER** BIDWELL BIDWELL & CO LIMITED.

**Sell
 Hand-honed
 Blades!**

A quality Blade at a mass production price. Satisfaction for your customers, more profits for you. Send for sample to Dept. C.D.

LONDON & PROVINCIAL FACTORS, LTD.

146 Theobalds Road, W.C.1, and at

16 Withy Grove, Manchester.

Irish Free State Agents:

Messrs.
W. A. FREEDMAN & CO.,
 20/21 Merchants Quay, Dublin.

Wholesalers are invited to apply for Trade Terms.



SINGLE SIDED
 9/- per 100

THREE HOLE
 8/- per gross

Ogee

COAT SPECIALISTS



DENTISTS' COATS

No. 906. GOOD QUALITY, WHITE DRILL GENTLEMEN'S COAT, buttoning on shoulder and down side, one side pocket and breast pocket, button cuffs, stitched half-belt at back (as illustration) Each **10/9**

No. 907. As above, but SUPERIOR QUALITY DRILL Each **14/-**

STOCK SIZES

Chest	32	Length	43½	Collar	15
"	34	"	44	"	15
"	36	"	44½	"	15½
"	38	"	45	"	16
"	40	"	45½	"	16
"	42	"	46	"	16½
"	44	"	46½	"	16½

LADIES' WHITE DRILL. THE EVER POPULAR CROSS-OVER MODEL

SPECIAL SERIES

No. O.1. Ladies' Strong White Drill, with reversible front, belt to button at back, bone buttons, with elbow-length sleeves **6/3**
 No. O.2. Ditto, with full-length sleeves **6/3**
 No. O.3. Ditto, with elbow-length sleeves and tie belt, as illustrated **6/3**
 No. O.4. Ditto, with full-length sleeves **6/3**

SUPERIOR QUALITY

No. 999. Superior fine White Drill, with reversible front, belt to button at back, bone buttons, with elbow-length sleeves Each **9/-**
 No. 999L.S. Ditto, with full-length sleeves (as illustration) ... Each **9/9**

BEST QUALITY

No. 456. A smart Ladies' Coat, made of plain White soap-shrunk Drill, elbow-length sleeves, with two mother-o'-pearl buttons in front, with 2-in. belt passing through slot and fixing at back with two mother-o'-pearl buttons. Each **11/6**

JACKETS

No. 483. Superior quality white drill Jackets with three pockets (as illustration) Each **5/9**

No. 484. Fine quality black Alpaca Jackets with three pockets Each **10/6**

No. 485. Fine quality grey Alpaca Jackets with three pockets Each **10/6**

No. 486. Superior quality silver grey Alpaca Each **15/-**

No. 487. Superior quality black Alpaca Each **15/-**

No. 488. Superior quality black Russell Cord. Each **15/-**

No. 489. Superior quality grey Russell Cord Each **15/-**

Stock Sizes for all Coats and Jackets: 32, 34, 36, 38, 40, 42 and 44-in. Chest Measurements

We do not charge any extra for making special sizes

No. 456L.S. With full-length sleeves and button cuffs (as illustration) Each **12/3**

These Coats can also be supplied with belts to tie.

LADIES

No. 903S.S. New Model Ladies' White Drill Double-breasted Coat with inverted pleat and stitched half-belt at back, short sleeves, well-tailored and finished throughout (as illustration) Each **8/-**

No. 903L.S. As above, but with long sleeves Each **8/-**

No. 904S.S. As illustration, but of superior quality Drill Each **12/-**

No. 904L.S. With long sleeves Each **12/-**

STOCK SIZES FOR ALL LADIES' COATS

Bust: 32, 34, 36, 38, 40, 42 and 44 ins.

Length: 42, 43, 44, 45, 46, 47 and 48 ins.

Special Sizes to Order at Same Prices.

GENTLEMEN'S

No. 10. Good quality White Drill ¾-length Coats with three pockets and sewn-on half-belt at back Each **6/9**

No. 123P. Super quality White Drill ¾-length Coats, three pockets and loose half-belt at back Each **7/6**

No. 55xx. Best quality White Drill, three pockets and loose half-belt (as illustration). All-white Each **10/6**

No. 22xx. Ditto, plain white, with sewn-on half-belt Each **10/6**

KHAKI COATS

No. 96. GOOD QUALITY KHAKI DRILL, three pockets and SIDE OPENINGS TO PUT HAND THROUGH Each **8/-**

No. 126. Superior quality Each **10/6**

OSBORNE, GARRETT & CO. LTD.

LONDON: 51, 52, 53 & 54, Frith Street; 8, 9 & 11, Bateman Street; 34 & 35, Dean Street, Soho, W.
 BIRMINGHAM: 10 & 11, Temple Street. GLASGOW: 14, Bothwell Street. MANCHESTER: Regent House, 28, Cannon Street.

IT'S NEVER BEEN DONE BEFORE!

Never before, to the best of our knowledge, has a Hair Tonic been sold with a cast-iron guarantee with every bottle.

Such a guarantee can only be given with a *really genuine* hair grower and stimulant, and the fact that we are offering this guarantee proves our faith in

DR. PAGE-BARKER'S HAIR TONIC

You can therefore safely, and with every confidence, sell this wonderful Tonic to your customers, knowing that neither you nor they are taking any risks. WE are taking the risks, and if any purchaser fails to benefit from the use of Dr. Page-Barker's Tonic we undertake to refund, without question, the full purchase price.

Get busy right away with this fine line and reap the profits it brings you.

If you would like a sample send us 1/3 or 2/- according to the size you wish to see and we will send this by return, post free. Showcards with every dozen.

THOS. CHRISTY & CO., 4-12 OLD SWAN LANE, LONDON, E.C.4



2/- SIZE 15/- DOZ.

3/6 „ 24/- „

**IT'S GOT THE
PAGE-BARKER
GUARANTEE
BEHIND IT!**

8! GROSS
Selling throughout the world
RETAIL AT 1/6 DOZ

9! PER 100
BRITISH OCEAN MADE
RETAIL AT 5 for 9

9! PER 100
BRITISH OCEAN MADE
RETAIL AT 5 for 9

OCEAN BLADES BRITISH & UNBEATABLE.

Sales (over a hundred million to date) prove superiority. Made from first quality steel by new process imparting ultra-keen edge which lasts. Standard 3-hole pattern.

OCEAN "SINGLE-EDGE" Suitable for Single-edged Razor Holders. Finest Charcoal steel. Packed in fives. 60 in box.

OCEAN "AUTO" Specially made for Auto-Sloop type of holders. A long-life blade which makes life-long friends. Packed in fives. 120 in box.

"CONQUEROR" Far and away the finest penny blade. 3-hole type. 5/6 a gross.

Leading Wholesalers carry stocks. Display Matter free. For direct supplies, send cheque or P.O. to **OCEAN RAZOR BLADES** (Gt. Britain) Ltd., Sales Dept., 1-6 Bridgewater Place, London, E.C.1. (Clerk. 6257.)

Blades also made under customer's own name—state quantity.

TAYLOR'S CIMOLITE TOILET POWDER THE PERFECT POWDER FOR NURSERY USE



A perfectly bland and non-irritating Powder. Invaluable in all cases of Excoriations, Chafing, Roughness of the Skin, etc. Recommended by eminent skin doctors and recognised as the leading Toilet Powder for over 70 years by the nursing profession. Used in the Royal Households.

In deference to the many requests received from users of "CIMOLITE," a sprinkler tin to retail at 1/1½ is now available. This new packing is in addition to the familiar 1/1½ packet which is still on the market.

When ordering please specify TINS or PACKETS.

"CIMOLITE," in all sizes, also CIMOLITE SOAP AND CREAM, is stocked by all Wholesale Chemists and Druggists.

TERMS and ILLUSTRATED PRICE LISTS, also ATTRACTIVE SHOW-CARDS, Counter Bills and other selling literature, obtainable from

JOHN TAYLOR, 30 Baker Street, Portman Square, LONDON, W.1

ANTISEPTIC CREAM FOR THE SKIN AND COMPLEXION

Invaluable during the Summer months for Soothing and Protecting the Skin, rendering it soft and supple. Useful either as a Day or Night Cream.

In white pots, with aluminium or bakelite caps, black and red labels.

1-oz. 8/6 per doz. pots. 2-oz. 15/- per doz. pots. 4-oz. 25/- per doz. pots.

New and Attractive Show Card FREE.

CHEMIST'S OWN NAME AND ADDRESS PRINTED FREE ON 3 DOZEN.

MANUFACTURED BY

C. J. HEWLETT & SON, LTD., 35/42 Charlotte St., London, E.C.2

Every Home in Great Britain
will be covered like a Blanket
with advertisements for

ALLUHR

POWDRON

Pro. Pat. 21603/33

(AUTOMATIC POWDER SPRAY)

HUNDREDS OF MILLIONS OF
ADVERTISING COPIES
DURING THE COMING
SEASON

AN ALL THE YEAR ROUND
SELLER WITH
PEAK SALES
AT CHRISTMAS

Sells at sight

THE GREATEST HIT ON
THE COSMETIC MARKET



*Herald, Express, Mail, Mirror, Sketch,
Chronicle, Graphic Pictorial, People,
Dispatch, Reynolds, Empire News,
Everybody's, Passing Show, Film Papers,
Radio Times, John Bull and all important
Women's Publications
followed by space in all the leading
Provincial Papers.*

**SENSATIONAL
NEAT
NOVEL
ECONOMICAL
USEFUL**

CD

Gold Watch Winner see page 12

ALLUHR POWDRON

(AUTOMATIC POWDER SPRAY)

Bakelite—in 6 different colours

THE GREATEST REVOLUTIONARY
COSMETIC NOVELTY EVER MARKETING
SIMPLE TO USE YET EFFECTIVE
BEYOND THE IMAGINATION OF THE FAIR SEX

We emphasise in our advertising the following sale
compelling points :

- **No more powder leaking in the handbag**
- **Eliminates waste**
- **Just press to get right amount of powder**
- **No More — No Less**
- **Easy to fill**

We do not charge a novelty price but one
within the reach of everybody's pocket

- **A necessity for the Masses**



FOR INTRODUCTION

Every purchaser of the Alluhr Powdron
at 2/11 receives also in a neat casket

One 6d. Alluhr Complexion Powder FREE
One 6d. Alluhr Vanishing Cream FREE

Amazing 3/11 value for only 2/11

Bonus Offer to the Trade

WITH EACH DOZEN CASKETS AT 26/- DOZ. WE WILL SEND

One Dozen 6d. Alluhr

Complexion Powder (Rachel)

FREE

PLUS THESE QUANTITY DISCOUNTS

on orders value	£1 and under	£2	5%
" " "	£2	" " £3-10-0	7½%
" " over	£3-10-0	- - - - -	10%

**GOLD
WATCH
WINNERS**
See page 12



PUT THIS
BEAUTIFUL
SHOWCARD IN
YOUR WINDOW AND
WATCH SALES

SIZE 10½" x 7½"
Printed in Brown
on Gold Leaf

Right in The Forefront of Popular Favour



"HARLENE" HAIR TOILET PREPARATIONS

"Harlene" Hair Toilet Preparations enjoy an unrivalled popularity. Their 40 years' reputation, plus a regular and extensive Advertising Campaign which is

always in operation in the National and Periodical Press, make them real Best Sellers the country over. "Harlene" is not a "seasonal" trade — it enjoys a regular all-the-year-round demand. Display this popular range of Hair Toilet Preparations and meet the demand in your district for "Harlene" Products.

NEW

Popular 7½d. Size

"HARLENE" WAVE-SETTING LOTION

(In addition to the Standard 1/3 Size)

Popular 1/9 Size

"ASTOL" HAIR COLOUR RESTORER

(In addition to the Standard 3/- & 5/- Sizes)

SOLIDIFIED

"UZON" Brilliantine

AT 1/3 PER TIN
(In addition to the familiar LIQUID form at 1/1½ & 2/9)

Real Best Sellers

"HARLENE"

HAIR GROWER & TONIC

"CREMEX"

SHAMPOO POWDERS

"UZON" Brilliantine

"HARLENE"
Wave-Setting Lotion

"HARLENE" Camomile
Golden Hair Wash

**"ASTOL" HAIR
COLOUR RESTORER**

EDWARDS HARLENE LTD.

20/26 LAMB'S CONDUIT STREET, LONDON, W.C.1

Awarded Certificate by
The Institute of Hygiene
for Purity—Quality—Merit

LOCARNO

MEDICATED TOILET ROLL

Costs 3^d



BRITISH
MADE

Sells 6^d

Sales
restricted
to Chemists

You are sure of
repeat orders
by selling the
"LOCARNO"

Contains 650 sheets of pure
white Sulphite Paper.
Free delivery. Packed in cartons
Free Sample Roll on application
Each Roll 12 oz.

Sole Manufacturers:
J. RUTHERFORD & Co. L^d
VICTORIA PAPER MILLS
VICTORIA RD. HOLLOWAY, LONDON, N.7

CONTRACTORS TO H.M. GOVERNMENT

Best sellers

The
public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:-
GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED

Made by

ZEAL

—the name the
public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



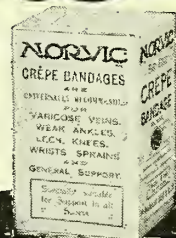
DISPLAY

NORVIC

Regd.

CRÊPE BANDAGES

A well-advertised
P. A. T. A. line
showing 33¹/₃ % profit



Stocked by leading Wholesalers. Sole Manufacturers: Groat & Co., Ltd., 35 Wood St., London, E.C.2

SOUTHALLS

SANITARY TOWELS

● All-the-year-round publicity, appearing in virtually every newspaper and magazine read by women, ensures steady sales to the dealer who stocks Southalls products.

- The "ORIGINAL" and most popular.
- The "CELTEX" soluble; easily disposed of.
- The "K." Made entirely of absorbent cotton wool, with very soft cover.
- The "COMPRESSED." For Travelling. A very popular line.

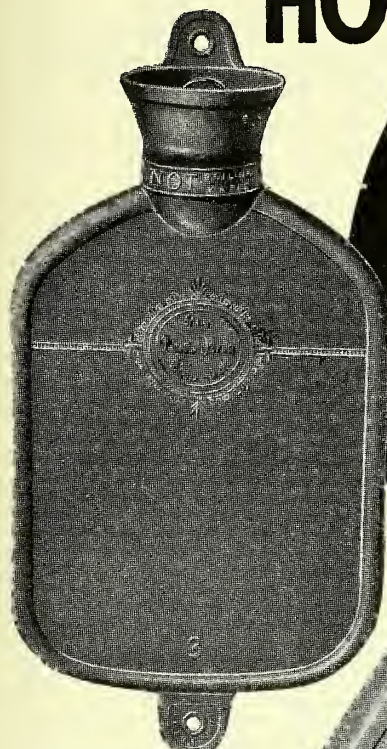


SOUTHALL BROS. & BARCLAY LTD. BIRMINGHAM

HOT WATER BOTTLES

*that will increase
your sales—*

DUNLOP



DUNLOP All-Rubber
MOULDED BOTTLE in
Cellophane wrapping.
In Red only. Fixed Re-
tail Selling Price

2/11



High Pressure
Moulded with
Fabric Insertion.

Fixed Retail Selling Price **3/11**

Made under British Patents



RED RIDING HOOD BOTTLE

Made under British Patents
Regd. design No. 781,840
Fixed Retail Selling Price

4/6

including red head cover.

ANIMAL SERIES

Made under British Patents

These can be sold to practically every family in addition to their usual hot water bottles. Fixed prices to the Public — KITTIE, BUNNY, TEDDY, DOGGIE

uncovered, each **3/11**
Covered in coloured velvet each **5/9**

COLOURS:
PLAIN RUBBER, Black and White Grained or Medium Brown.

VELVET COVERS, Orange, Red or Blue.



Registered Design No. 768,048

The DUNLOP Fabric Insertion Bottle (in White or Red) is built on the same principle as the world's toughest motor tyres. Definitely the strongest and most reliable hot water bottle in the world.

Obtainable from all Factors

DUNLOP RUBBER COMPANY LIMITED
(General Rubber Goods Division),
Cambridge Street, Manchester.



A New Line in Corn Plasters
'CROCUS'
CORN COMFORT

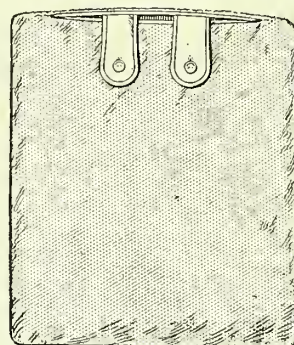


ATTRACTIVELY PACKED
IN DECORATED TIN BOXES
CONTAINING 6 PLASTERS
OBTAINABLE FROM YOUR
USUAL WHOLESALER

LIBERAL TERMS

W. MATHER LTD.
MANCHESTER

**HEWARDS OF
TWICKENHAM**
**HOT WATER BOTTLE
COVERS**
FOR THE COMING SEASON



(WITH BOTTOM OPENING)

Write for Samples and Prices

The R. H. HEWARD Coy.
CROWN ROAD WORKS, TWICKENHAM, MDDX.

TELEPHONE:
POPESGROVE 2094

TELEGRAMS:
BELTRUSS, TWICKENHAM

"STERAID" Regd. Dressings

Patent No. in Great Britain
221761/1924 and patented in all
the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only
the amount required is withdrawn and cut off. The remainder is not exposed

GAUZES.				LINTS.			
Minimum Public Prices Each		Minimum Trade Prices Per Doz.		Minimum Public Prices Each		Minimum Trade Prices Per Doz.	
6-yd.3-yd.1-yd.		6-yd.3-yd.1-yd.		6-yd.3-yd.1-yd.		6-yd.3-yd.1-yd.	
Sal Alembroth		Plain Absorbent		1/8 1/0 1/2 -/7		15/- 9/4 5/3	
Sublimatc		Double Cyanide		2/- 1/2 1/2 -/8		17/6 10/7 5/9	
Carbolic		Iodoform 5%		2/8 1/6 1/2 -/9		24/- 13/10 6/9	
Boric		Picric					

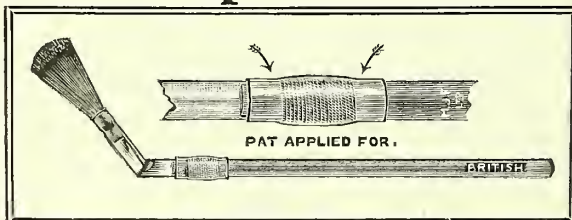
ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT

'Phone: Stockport 2794 and 4166.

London Office: SOUTHAMPTON ROW, W.C.1

Wires: "Undisputed, Stockport."

An Improvement in Throat Brushes



MAKERS:

**M. J. FECHER LTD., 10 Dod Street,
London, E.14**

MOISTURE and GERM PROOF

Cellulose Covering over Binding.

A real boon to those who seek a perfect
inexpensive Throat Brush.

In Camel Hair, loose - 2/3 dozen

In Squirrel Hair, do. - 2/9 dozen

Each in Transparent Paper Cover, printed, or in
plain Cellophane Cover, 4d. per dozen extra.

Sample lot of 3 dozen carriage paid.
Special Prices to Wholesale Houses.

Why . . .

Pharmal

HOT WATER BOTTLES ... are supreme

**FIXED
RETAIL
PRICE**
2/6
each

In red, green, blue,
blue and green marble,
and Jazz.

Obtainable through
all the leading
wholesale houses.



In the design and manufacture of Pharmal Moulded Hot Water Bottles every possible precaution has been taken to ensure reliability, with the result that chemists all over the country have reported large sales without complaint or criticism.

The sides of the Pharmal are flat and solid and the rubber is of the highest quality specially reinforced.

Two outstanding features that have won popularity for the Pharmal are the "easy fill" neck and non-spill stopper.

Every Pharmal bottle carries a guarantee seal.

Write for Leaflets for Counter Distribution.



THE LEYLAND & BIRMINGHAM RUBBER CO., LTD.,
LEYLAND **LANCS.**

London Office: Grand Buildings, Trafalgar Square,
London, W.C. 2.



VISKAPS

The ORIGINAL VISCOSE BOTTLE CAPSULES ensure security, hygiene and an attractive finish to every bottle.

VISKAPS seal and mould themselves to the contour of almost any bottle and stopper.

VISKAPS can be printed with lettering or design in fast ink.

VISKAPS can be dyed to suit any colour scheme.

VISKRINGS are similar to VISKAPS except that they leave the top of the closure open, thereby allowing any printing or device to be seen.

THE VISCOSE DEVELOPMENT CO., LTD., BROMLEY, Kent.

Corks

OF EVERY
DESCRIPTION

*Send us your Enquiries,
and compare our prices.*

WHOLESALE & EXPORT

C. OLLEY & SONS, LTD.

ESTABLISHED 1844

Camperdown St., and Gt. Alie St., London, E.1

Tel. No.: Royal 2868. Tel. Add.: "Circumference, Ald, London."

METALLIC CAPSULES

for all purposes

The Tonkin Metallic Capsule Co.

Proprietors: C. Olley & Sons, Ltd.

VISCOSITY

While Specific Gravity is useful as a means of grading Liquid Paraffin, Viscosity is the true test of quality.

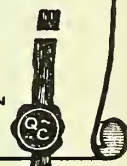
As specialists in this material we can offer an Oil with a Viscosity of 290/300 seconds at 100° F.

"QUALITY COUNTS"

C.E. THURLEY & SON
UNITY WORKS

PHONE: MARYLAND 4686

LATIMER ROAD E.7



NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS
BEST IN QUALITY & APPEARANCE



R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1. Tel. Holborn 5090

PHARMACEUTICAL

W **HIGHEST**

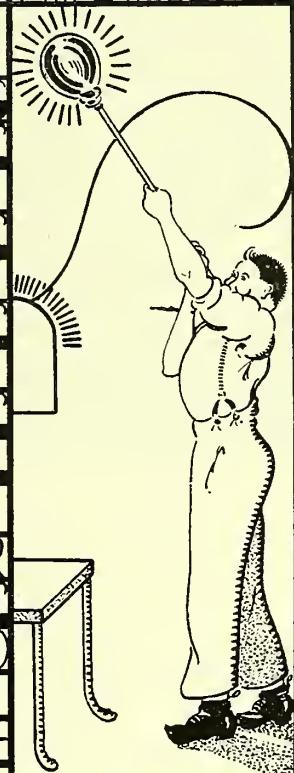
DISPENSING
BOTTLES
CHEMISTS
ROUNDS
FEEDING
BOTTLES
SOXHLET
BOTTLES
EYEBATHS

SPRINKLER
BOTTLES
OPAL AND
FROSTED
GLASSWARE

QUALITY

GLASSWARE

K. GRAHAM



DESIGNERS & MANUFACTURERS
OF GLASSWARE FOR PERFUMES
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.
LIMITED**

(ESTABLISHED 1828)

BARNSELY . . . ENGLAND

An OPEN LETTER to the CHEMIST

Telephone
POLLARDS
4-481
(4 LINES)

ESTABLISHED 1838

Telegrams
PETERCON
BARNSELY LONDON
CAR. 18
PETERCON LONDON

P. B. COW & CO. LTD.



RUBBER MANUFACTURERS

STREATHAM COMMON

LONDON

S.W.

OUR REF.
HPT/S:
YOUR REF.

Dear Sir,

August 1933

"Has it occurred to you that you are the only people with pluck enough to put up the price of your Rubber Hot Water Bottles this year?"

These words were recently spoken to us as a comment on our policy in fixing a maintained selling price of 2/1ld. for the Vacca Lok-Nek Hot Water Bottles.

We perhaps did not view our policy in this light, but it is a fact that when we saw prices of merchandise plunging down, down, down, we cried "halt" and firmly dissociated ourselves from what we believe to be a blind and highly dangerous parallel with what happened at Gaderene.

Has it occurred to you that lower prices have now become a threat instead of a blessing? That if manufacturers offer unstable buying conditions to the retailer, the retailer's selling conditions become correspondingly risky?

The Vacca Lok-Nek Moulded Bottle offers you a guaranteed minimum profit, and your public buys the best moulded bottle in British manufacture.

Is it not the soundest business principle in the world?

Yours sincerely,
P. B. COW & CO. LTD.

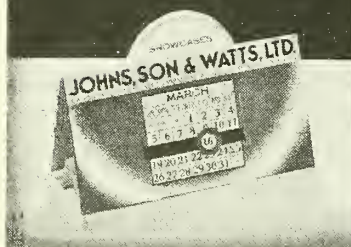
**VACCA LOK-NEK
HOT WATER BOTTLE**
(TO BE ADVERTISED ON LONDON BUSES)

Made by

P. B. COW & CO. LTD.
STREATHAM COMMON · LONDON · S.W.16

**CARTONS
FANCY BOXES
SHOWCASES
FOLDING BOXES
WIRE-SEWN
BOXES
EMBOSSSED &
PRINTED LABELS
SHOWCARDS
NOVELTIES, Etc.**

● May we quote you?



JOHNS, SON & WATTS
LIMITED / 40 CITY ROAD, LONDON, E.C.1

Telephone: Clerkenwell 1128
Telegrams: Johns, Phone, London.

Corks & Stoppers

All progressive business firms are keen buyers. Money saved in buying is extra capital. Nobody to-day can afford to buy other than in the best market.

Mundet Cork Products Ltd.
12/16 Abbey street
TOWER BRIDGE ROAD London S.E.1
Telegr: Mundetcomp Berne London
Telephone: Hop 2043-4-5

"DALMA-LEE" Cap-Cutting Machine

FOR CUTTING VISCOSE CAPS

WILL CUT YOUR CAPS AND YOUR COSTS
PRICE FOR MACHINE, COMPLETE, £15 15s.

For further particulars apply to

A. de St. Dalmas & Co., Ltd., Leicester



CUT OUT thick cardboard LETTERS
IN ANY COLOUR. SIZE 1". FOR NOTICES, etc.

Can be fixed 100 anywhere for 2/- Send for samples and Price Lists

Dept. B, ALLAN MANUFACTURING CO. LTD.
37 Farringdon Street, E.C.4.

Makers of DAYLIGHT (SUNGLO), ELECTRIC and High-Class Signs of all types.

5 SIZES IN
2 QUALITIES



SEND FOR
FREE
SAMPLES

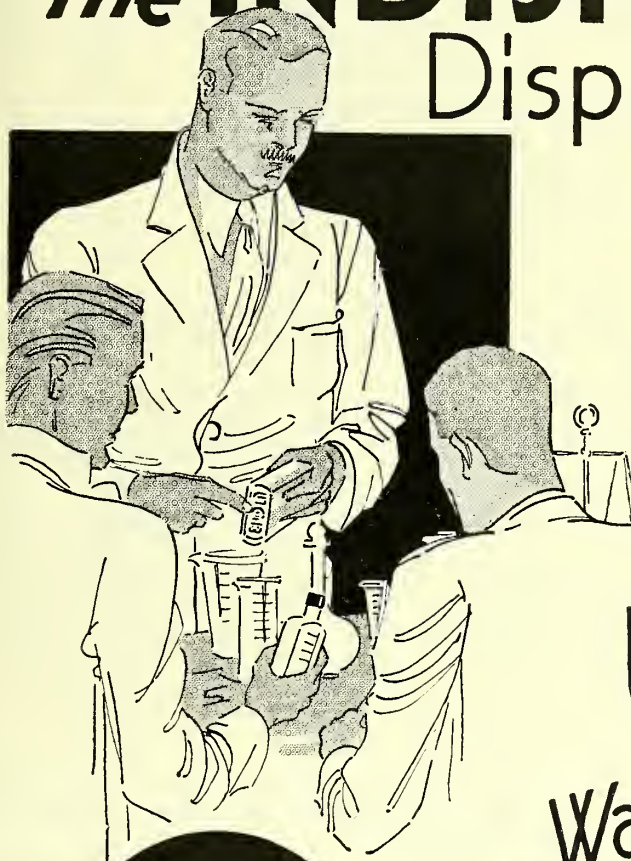
**OVER 2.000.000
MEDICINE BOTTLE ENVELOPES
ALREADY SOLD**

ELOQUENT TESTIMONY TO THE EFFECTIVENESS OF THIS
SPLENDID AID TO QUICKER AND EASIER DISPENSING

CHARLES STEVENS & SON

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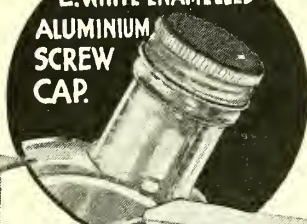
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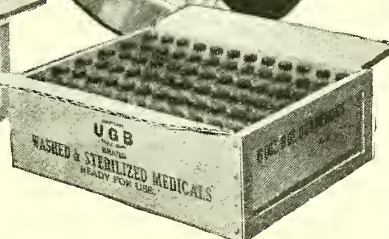
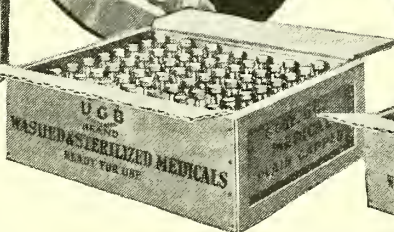
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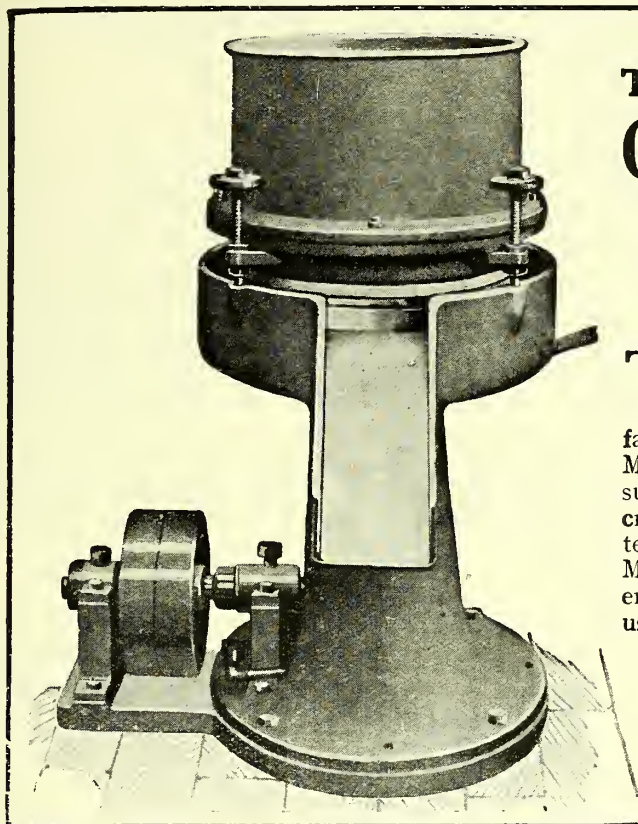
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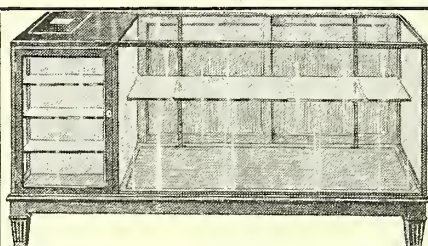
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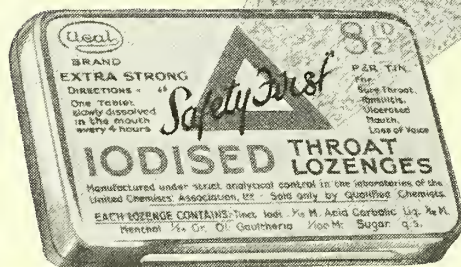


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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
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News of the Week

The Confectioners' Exhibition

The thirty-seventh International Exhibition and Market of the Confectioners, Bakers and Allied Traders was held at the Royal Agricultural Hall, London, N., from September 2 to September 8, inclusive. The following had stands of interest to the drug trade:—THE BIRMINGHAM CHEMICAL CO., LTD. (flavouring essences and essential oils); BLACKWELL, HAYES & CO., LTD. (essences and food colours); THE BRITISH DIAMALT CO. (malt extracts); DUDLEY & CO., LTD. (shop fittings); ENERGEN FOODS CO., LTD. (Energen breads); WILLIAM GARDNER & SONS (GLOUCESTER), LTD. (machinery); THE GENERAL ELECTRIC CO., LTD. (electrical equipment); THE GRANDUX CYCLE CO. (cycles); A. D. HARRIS, LTD. (advertising tape); THE HOBART MANUFACTURING CO., LTD. (electrical machinery); THE IMPERIAL SHOPFITTING CO. (shopfitting); J. C. KING, LTD. (showcases); MONTGOMERIE & CO., LTD. (Bermaline bread); THE NATIONAL CASH REGISTER CO., LTD. (cash registers); PERRY & HOPE, LTD. (essences, flavours, etc.); ROBINSON & SONS, LTD. (cardboard containers); STANDARD YEAST CO., LTD. (yeast); H. THOMPSON & CO.'S IDOLICE SPECIALITIES, LTD. (essences, essential oils, etc.); VENESTA, LTD. (cases). A comprehensive exhibit was shown under the auspices of the Empire Marketing Board.

Inquests

Owing, it is believed, to the accidental discharge of the gun he was carrying, Mr. John Staniforth, chemist and druggist, manager of a shop in Skelmersdale, died in Ormskirk General Hospital from a wound. At the inquest on September 4 a verdict of "Misadventure" was returned.

The Brighton coroner concluded, on August 31, an inquest on the body of Mr. John S. Walker, a science

master, who died after an operation. The pathologist who gave evidence stated that he had analysed the remains of a 16-oz. bottle of medicine which Mr. Walker had been taking, and found that arsenic was present in the proportion of 1 gr. to 16 oz. He would not have lived very much longer, but should not have died when he did. The coroner, recording a verdict of "Death by misadventure," said a physician in London gave Mr. Walker in 1926 a prescription which included arsenic, and was marked "For three weeks from September 15, 1926." "I have had inquiries made," said the coroner, "and I find that nine chemists have since supplied him with this medicine. An explanation is wanted as to how it was that these nine chemists gave him medicine. One Brighton chemist since 1931 had supplied Mr. Walker with forty double bottles of this medicine. I hope the matter will be investigated by the proper authority."

Birmingham

At the seventeenth annual show of the Magdane Allotments Association, held on September 2, Mr. F. H. Alcock, F.I.C., Ph.C., who has been president of the Association since its inception, presented a silver challenge cup for competition.

The annual meetings of the Birmingham Pharmaceutical Association, Birmingham and District Branch of the Pharmaceutical Society, and Birmingham Branch of the National Pharmaceutical Union will be held at the Imperial Hotel, Temple Street, on September 12.

Liverpool

Mr. John A. Williamson, of the chemical staff of Lever Bros., Ltd., has left Port Sunlight to take up an appointment with the firm at their soap works in Shanghai, China.

A party of chemists and assistants from the Bolton Chemists' Association recently visited the Liverpool laboratories of Evans Sons Lescher & Webb, Ltd., where they spent an interesting two hours in the examination of a large number of processes. The party was entertained to tea afterwards by the directors of the company, Mr. T. Edward Lescher (managing director) presiding.

Manchester

The syllabus of the Manchester Pharmaceutical Association and District Branch of the Pharmaceutical Society for the coming session has just been arranged, and it should prove a very interesting programme. On November 6 Mr. H. Davis is to give an address on "Sterilisation." On December 7 Dr. K. Coward will discourse on "Vitamins." On February 1, 1934, Mr. J. Wicliffe Peck will deal with "Surgical Dressings." On February 7 a visit to Manchester's Testing House should create interest. On March 1 Mr. G. A. Boyes will lecture on "Glands and Glandular Preparations." Besides all this we are to have the usual annual dinner at the Midland Hotel, when the president of the Society and Mrs. Keall are the chief guests. There will also be whist drives and dances.

The August meeting of the Manchester and District Golfing Society took place at Chorlton Golf Club on August 30. Originally this competition was to be a four-ball match, but later it was decided by the Society to give a special prize for this competition. About sixteen members and friends had an enjoyable afternoon's sport. The following were the leading scores:—

H. A. Travis ..	94-24=70	S. M. Bostock ..	90-13=77
V. Cromack ..	91-18=73	S. Fletcher ..	96-18=78
F. D. Gee ..	93-16=77		

The last meeting and competition of the season of the Society will be held at the Northenden Golf Club on September 13, when it is hoped there will be a good attendance. At the conclusion a supper will be held, and the season's prizes will be presented.

Miscellaneous

NATIONAL DISPLAY ASSOCIATION.—The ninth convention of the National Display Association will be held at Devonshire Hall, Cumberland Road, Leeds, on September 11-13 inclusive.

CHALLENGE CUP CONTEST.—The annual contest for the silver challenge cup presented by Francis Newbery & Sons, Ltd., at Cardiff, to the Cardiff Pharmaceutical Association is to take place at the Cardiff golf course, Penylan, on September 27. The meeting is open to all qualified chemists of South Wales. Notification of entry should be made to the Secretary of the Cardiff Chemists' Golf Club, Mr. A. S. Gordon, 5 Salisbury Square, Cardiff.

STAFF OUTING.—On September 2 the staff and employees of P. B. Cow & Co., Ltd., rubber manufacturers, Streatham Common, London, S.W.16, numbering several hundred, held their annual outing. Margate was the venue, and the event gained in interest by the fact that a staff outing of this company has not taken place for some years. The reorganisation recently effected by Messrs. P. B. Cow & Co. has been fully justified by increasing orders, and everyone was in a happy frame of mind, so that the day was a great success.

IN THE COURTS.—At Bromley, Kent, recently, Mr. Patrick S. Grant, chemist and druggist, formerly in business at Bromley, was summoned for failing to pay insurance contributions in respect of Ida K. Baker, who had been employed by him as an assistant. He was fined 5s. and was ordered to pay the arrears due and £4 4s. costs.—At Maidenhead, recently, John E. Flattery was sentenced to a month's hard labour for stealing a camera, value 13s. 6d., from the shop of Mr. A. E. Breakspear, chemist and druggist.—At Southampton Police Court, on September 1, G. Gandarillas was fined £250, with £5 3s. costs, for unlawfully importing 140 lb. of raw opium. The defence was that the opium was on its way to "America."



A SPICE WINDOW AT THE PHARMACY OF ROWCROFT & CO. LTD., MAIDSTONE (See p. 358).

Irish Notes

Brevities

The pharmacy of Mr. H. Young, Strand Road, Londonderry, narrowly escaped serious damage in a fire which occurred at a neighbouring hardware shop on September 3. A plate-glass window of the pharmacy was burst owing to the heat.

Belfast Corporation Tuberculosis Committee has considered the report of the chief tuberculosis officer relative to the system of providing patients with medicine through pharmaceutical chemists; but, after discussion, no action in the matter was taken. The decision was ratified by the Council at the monthly meeting on September 1.

The mystery of a find of drugs on the roadside near Dublin, which has received a good deal of publicity, has been sufficiently solved. It now appears that the packages belonged to a Dublin doctor who was changing his residence and was removing the drugs in his motor car. During his temporary absence from the car the drugs were removed.

A verdict of "Accidental death from an overdose of allonal pills" was returned at an inquest on August 30 on the body of W. J. Clarke, Ballymena. His mother said he had been an invalid for thirteen years. He kept a bottle of allonal pills at his bedside and took one or two occasionally. Dr. J. Armstrong said the deceased died from an overdose of allonal pills. In order to take the pills he would have to hold the bottle to his mouth, and in doing so it was quite possible that he accidentally took more than he intended.

Scottish Notes

Brevities

The death of Professor William Grant Craib, Regius Professor of botany at Aberdeen University, took place at Kew on September 1.

The Troon Co-operative Society, Ltd., have opened a pharmaceutical department at Portland Street, Troon, under the management of Mr. Peter Watson, chemist and druggist.

Glasgow

S. S. Goldberg & Co., Ltd., druggists' sundriesmen, 45 Union Street, Glasgow, have appointed Mr. George Brown a representative in succession to his father, the late Mr. W. S. Brown. Mr. A. Kearney has been added to the outdoor staff of Messrs. Goldberg.

The death has occurred, at the age of eighty-two, of Mr. James Tennant, J.P., a well-known Glasgow business man. In early life he entered the firm of Charles Tennant & Co., Ltd., chemical manufacturers, and later became a director of the United Alkali Co., Ltd.

Mrs. Wilson, wife of Mr. Wood Wilson, chemist and druggist, 147 Great Western Road, Glasgow, was killed in a motoring accident on the Stonehaven-Aberdeen road, on August 23, while Mr. Wilson was badly injured. Mrs. Plenderleith, wife of Mr. J. Plenderleith, chemist and druggist, Montrose, was rendered unconscious and sustained injuries to her back. Mr. Plenderleith was driving the car.

Topical Reflections

By Xrayser

The New N.H.I. Formulary,

of which a truly critical review has been provided for our benefit (*C. & D.*, September 2, p. 324), is likely to be received with mixed feelings by insurance chemists. We have all been conscious of imperfections in the original work, and there should be a feeling of satisfaction that many, if not all, of those have been removed; on the other hand, the very large number of changes to which our attention has been directed finds us in a situation much akin to that of a plant which has been torn up by the roots and transplanted. So numerous are the changes to which we must become accustomed that the wisest course would almost appear to be that of approaching the new Formulary as if it were an entirely new production, and allowing our recollection of the contents of the original work to fade into oblivion. Regarded from a practical standpoint, the revision of the National Insurance Formulary affects us more closely than does that of the British Pharmacopœia, and I share your apprehension as to the frequency with which this process of drastic overhauling may be repeated. Moreover, it is rumoured that the revised edition of the Formulary may be brought into operation almost immediately, and this does not impress one with the idea that sufficient consideration is being given to the desirability that we should be allowed adequate time for clearing stocks of obsolescent preparations, such as the American fluidextracts. But the promptness with which you have directed attention to the changes in the Formulary ought to count for much in enabling insurance chemists to reduce their stocks of such preparations to a minimum.

Teaspoonfuls of Powders

are bound to vary in weight, not only in the case of different powders, but even in such rough and ready measurements of one and the same powder. This may not be a matter of serious import so far as numerous substances are concerned, but it is

well that the differences in weight of teaspoonfuls of sodium bicarbonate, powdered alum, magnesium carbonate, etc., should be recognised by prescribers. In the case of pulv. bismuthi co., to which one of your correspondents directed attention last week (p. 333), the cause of the trouble would appear to be a desire to save expense by ordering the powder in bulk and directing it to be measured in a way that can only be described as primitive and inexact. It would be much more satisfactory if a definite dose by weight were ordered, even though this should involve extra payment to the chemist for weighing out the preparation in separate doses. Possibly, too, the supply to the patient of a limited number of doses in separate papers would be more than compensated for, so far as concerns the cost to the drug fund, by the saving of an excess supply. There is bound to be over-measurement and loss by waste when teaspoons are employed as the medium of subdivision.

It is a New Idea

to me that restrictions on the use of alcohol can be blamed for what a *C. & D.* correspondent describes as the retrogressive nature of pharmacy and its degradation to mere shopkeeping (p. 333), and I am disposed to think that he attaches an exaggerated importance to views expressed by earlier correspondents, who appear to me to be unduly pessimistic about the future of general pharmacy. The practice of pharmacy is not a trade, though associated in shops with the trading operations included in the business of a chemist and druggist. As I conceive of the occupation which is properly described as pharmacy, it includes no sales or trading operations, so that it cannot possibly degenerate into mere shopkeeping or the sale of goods of one kind or another. I have practised pharmacy and carried on business as a chemist and druggist in the same shop; but it never occurred to me when sales were brisk that I was being degraded as a pharmacist, or that there was anything retrogressive about what I was doing when handing goods over the counter and receiving payment.

Legal Reports

Medicine Stamp Acts.—At Thames Police Court, London, on September 1, Arthur D. Gibbs, trading as the Prosam Drug Co., Devons Road, E., was summoned for offences under the Medicine Stamp Acts. The prosecuting solicitor said that the substance in this case was a blood purifier, which was claimed to get rid of skin ailments and pimples among other things. Further, anyone making or supplying such substances was required, under a penalty of £20, to obtain a licence. This cost only 5s., but the defendant company had failed to get one. Gibbs was one of three partners, but it had not been possible to serve summonses on the other two. On April 27 an officer of Customs and Excise purchased from a Mr. Louis Langner, of Bethnal Green Road, a bottle of the preparation, and obtained from him the source of his supplies. The defendant company was approached, and subsequently a letter was received from one of the partners, in which the offence was admitted, and an offer was made to pay the resulting fine by monthly instalments. Nothing had been paid. Gibbs said that the other two men were not partners, but merely two friends who were assisting him to get a living. He was at present in a very bad way financially. The Magistrate: I suppose this is chiefly a matter of principle? The Solicitor: No, sir. There are such a lot of medicines on the border-line that people take advantage of the fact, and the loss to the revenue is great. The Magistrate: Yes, I know. When I was at the Bar I advised a great many people on that point. A fine of £2 10s., with £1 1s. costs, was imposed on the first summons, and a fine of £2 10s. on the second.

Parrish's Food.—At Tower Bridge Police Court, London, on September 4, Mr. John T. Roach, chemist and druggist, High Street, Deptford, S.E., was summoned by the Deptford Borough Council for having sold Parrish's food not of the nature demanded. It was stated by Mr. Geare, solicitor, who prosecuted, that a sample of the Parrish's food bought at the defendant's shop contained in 8 mils 0.009 gm. of iron instead of 0.034 gm., a deficiency of 73 per cent.; and 0.061 gm. of tricalcium phosphate instead of 0.11 gm., a deficiency of 40 per cent. Evidence of purchase having been given, Mr. Roach, in the witness-box, said he bought the business of a Mr. Poole on June 24. He had owned it three weeks when the inspector called. The bottle he supplied was part of the stock he took over. It was supplied by a very well known firm of wholesale manufacturing chemists. He had been in the trade for twenty-four years. The quantities of the ingredients of Parrish's food varied greatly before 1932. The formula in the B.P. was a very strong mixture and was not the best, in many people's opinion, because it did not keep well and threw a deposit within a few days. In answer to the magistrate, witness said he had no reason to suspect the mixture was not properly made up. He had since ascertained that Mr. Poole's stock was partly made up of things purchased before this Act came into force. Questioned by Mr. H. Glyn-Jones, barrister, defending, witness said that even if he had known the syrup was deficient in iron and tricalcium phosphate he would have regarded it as Parrish's food. Mr. Percy H. Smith, B.Sc., A.I.C., said that Mr. Poole's stock of Parrish's food was partly of the old and partly of the new formula. The old formula was a perfectly well-recognised formula and it would, roughly, be that used by other manufacturing chemists. It had been made and sold in very large quantities. Dr. H. F. S. Blucke, M.R.C.S., L.R.C.P., said he had known of Parrish's food for the past fifty years. It had been prepared from various formulas. He had seen the formula of the preparation in court. It was one of the recognised ones. Cross-examined, witness admitted that if he had asked for Parrish's food to-day he should have expected to get it made up from the B.P. formula. Mr. J. W. Betts, F.C.S., said the original formula for Parrish's food was introduced in 1854. There had been many different preparations on the market in that name since. For years he had made his own variety. The magistrate said there was no question that the Parrish's food in

the case was not made up according to the B.P. formula. It could be sold, provided that, somewhere on the label, there was an indication that it did not profess to be the B.P. formula. Mr. Smith, recalled, said his firm did not call in the old stock. He thought that travellers had labels given them to hand to chemists so that they could make it known that the preparation did not conform to the B.P. Dr. Keith, medical officer of health for Deptford, said the prosecution was instituted in consequence of things which came to his knowledge. Women and children were being given this Parrish's food, which was prejudicial to them. After argument by Mr. Glyn-Jones, the magistrate said he rather sympathised with the defendant. Here was a man, who had bought a business only three weeks before, found selling an article he had no reason to doubt was in accordance with the B.P. He thought the wholesale chemists should have called in all their stock as soon as the new B.P. formula came into being. He dismissed the summons under the Probation of Offenders Act, and ordered payment of £3 3s. costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

SHOEBURY PHARMACY, LTD. (P.C.).—Capital £1,200. Objects: To carry on the business of chemists and druggists, etc. R.O.: 2 High Street, South Shoebury, Essex.

BLACK, TAYLOR & COWELL, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of and dealers in soap, perfumery makers, chemical merchants, manufacturing chemists, etc. R.O.: 141A Oldham Road, Manchester.

DENTAL FILLINGS, LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers of and dealers in chemical and medical preparations, toilet articles, dental preparations and fillings, etc. R.O.: Swinton House, 324 Gray's Inn Road, W.C.1.

HORMO-PHARMA, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in pharmaceutical, medicinal, chemical and other preparations, chemists, druggists, etc. Solicitors: Wild, Collins & Crosse, Kennan's House, Crown Court, E.C.2.

MOON HYGIENIC SAFETY GIRDLE MANUFACTURING COMPANY, LTD. (P.C.).—Capital £300. Objects: To carry on the business of manufacturers of or dealers in toilet appliances, and requisites, dental, chemical, surgical and optical instruments and appliances, etc. R.O.: 74 Regent Street, W.1.

"KIL-O-DOR," LTD. (P.C.).—Capital £100. Objects: To adopt agreements (1) with N. V. Lundie for the right to use as a trading name the registered mark "Kil-O-Dor" and (2) with Munton Bros., Ltd., for the manufacture of "Kil-O-Dor" breath deodorising tablets and to carry on the business of sole agents for, distributors and exporters of and dealers in the said tablets. R.O.: 67 Lord Street, Liverpool, 2.

UNITED INDIGO & CHEMICAL Co., LTD.—The directors recommend a dividend on the ordinary shares of 5 per cent. for the year ended June 30, 1933.

LACTAGOL, LTD.—Accounts for the financial year ended June 30, 1933, show gross trading profit of £11,162, compared with £11,970 for the previous twelve months. Credit balance on profit and loss account was £4,701, against £4,186 last year. After payment of dividend on preference shares, the balance of £2,357 is appropriated as follows:—To write off preliminary expenses, £300; dividend of 4 per cent. on the ordinary shares (3 per cent. last year); carried forward the balance of £557. Annual meeting at 35 Gordon Square, W.C.1, on September 15 at 12.30 p.m.

Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 31, 1932	July 31, 1933	Aug. 31, 1933
	s. d.	s. d.	s. d.
Allen & Hanburys, 7% Prefd. Ord.	23 9	24 0	24 0
Amalg. Dental Co., 8% Prefd. Ord.	23 0	22 0	22 0
" " Deferred £1 ...	—	13 6	12 6
Ayrton, Saunders & Co., 7½% Pref.	12 6	13 9	13 9
Beechams Pills, Deferred is. shares	2 6	2 10½	2 9
Benger's Food, Ord. ...	40 0	41 3	40 0
Benzol & By Products cum. part. Pref.	0 7½	2 3	1 4½
Berger (Lewis) & Sons, Ord. ...	22 6	28 0	28 6
Boake (A.), Roberts & Co., 5% Pref.	16 3	17 0	16 3
Blundell Spence & Co. ...	5 9	13 3	13 3
Boots Pure Drug, Ord. ...	153 9	147 6	150 0
Boots Pure Drug, 7% "A" Prefd. Ord.	28 0	28 3	28 6
Boots Cash Chemists (S.), 6% "A" Pref.	26 9	27 0	27 0
Borax Consol., Dfd. Ord. ...	12 9	16 0	16 6
Bovril, 6% Pref. ...	25 6	26 0	26 3
" Ord. ...	27 0	26 6	27 0
" Dfd. ...	24 0	26 0	26 6
British Cyanides, Ord., 2s. shares ...	2 3	2 10½	2 9
British Drug Houses, The, Ord. ...	13 3	23 0	23 0
British Glues & Chemicals, 4s. Ord. ...	2 9	3 9	4 0
British Oil and Cake Mills, Prefd. Ord.	37 6	40 0	40 3
British Oxygen, Ord. ...	26 3	34 0	38 6
British Photo. Indus., 6% Cum. Pref.	5 0	5 0	5 0
Burt Boulton & Haywood, Ord. ...	20 3	18 0	19 9
Bush (W. J.), & Co., 5% Pref. £5 ...	77 6	95 0	100 0
Callard, Stewart & Watt, Ord. ...	5 0	6 3	6 3
Chance & Hunt, 4% 1st Mort. Deb. £100	£78	£78	£78
Cooper, McDougall & Robertson, Ord.	17 6	27 6	25 9
Crosfield (Joseph) & Sons, 6½% Pref.	25 3	26 6	27 0
Drug Incorporated (no par value) ...	\$53	\$54	\$51
Dubarry Perfumery, Ord. is. ...	1 9	2 0	2 0
" 7½% Pref. ...	19 6	20 0	20 0
Eastman Kodak Com. (no nom. value)	\$81	\$84	\$92
Evans Sons Lescher & Webb, Ord.			
6s. 8d. shares	2 0	1 9	1 9
" 6% cum. part. Pref.	2 9	3 9	3 9
Field (J. C. & J.), Ord. ...	21 3	21 6	25 0
Galloway (P. H.), Ord. 2s. ...	2 9	3 0	3 0
" 7½% Cum. Pref. ...	23 0	23 9	23 9
Gossage (William), 6½% Pref. ...	25 6	26 9	27 6
Grout & Co., Ord. ...	17 0	19 9	22 6
Hodders, Ord. is. ...	0 2	—	—
Ilford, Ltd., Ord. ...	26 3	35 0	37 6
" 6% Pref. ...	23 0	25 0	25 0
Imperial Chemical, 7% Pref. ...	27 6	28 9	29 6
" Ord. ...	26 3	29 9	29 6
" Dfd. 10s. ...	6 10½	8 9	9 0
Intern. Sponge Importers, 6% Pref.	8 9	7 6	7 6
Kent (G. B.) & Sons, 5½% Pref. ...	6 10½	6 3	6 3
Knight (John), 25% Prefd. Ord. ...	82 6	91 3	93 9
Laporte (B.) & Co., Ltd., Ord. ...	21 6	50 0	57 6
Lever Bros., Ltd., 7% Pref. ...	28 0	28 1½	29 3
" 8% Pref. ...	27 0	28 6	29 0
" 20% Prfd. Ord. £1 ...	55 0	62 6	63 0
Lewis & Burrows, Ord. ...	22 6	23 9	25 0
" 6% Pref. ...	19 0	18 9	18 0
Liebig's Ext. of Meat, Ord. £5 ...	£8½	£10½	£12½
Mellin's Food, 6% Pref. ...	1 3	1 0	1 0
Nathan (Joseph) & Co., 7% Pref. ...	13 3	13 0	14 0
" 8% Prefd. Ord. ...	3 9	3 6	3 3
Pears (A. & F.), 5% Deb. £100 ...	£105	£103½	£102½
Phosferine (Ashton & Parsons), 8% cum. part. Ord. ...	14 6	18 6	19 0
Reckitt & Sons, Ord. ...	94 3	99 3	102 6
Salt Union, Ord. ...	35 0	36 3	35 6
Sangers, Ord. 5s. ...	10 6	14 0	15 0
" Sanitas " The, Co., 9% Pref. ...	27 6	30 0	31 9
Sanitas Trust, 10% part. Pref. ...	23 6	29 3	29 6
Smith (Stephen) & Co., Ord. 5s. ...	9 10½	11 3	11 3
Spratt's Patent, Ord. ...	62 6	64 6	65 0
Stevenson & Howell, 6½% Cum. Pref.	20 0	24 3	24 0
Taylor's Cash Chemists (Lon.), is. Dfd.	0 6	0 7½	0 6
Taylor's (Cash Chemists) Trust, Pref. Ord.	10 0	13 9	10 9
" is. Dfd. ...	0 6	0 9	0 7½
United Glass Bottle Man., 6% Mt. Deb. Stk., £100 ...	£107	£105	£106
Veno Drug Co., 8% Pref. ...	20 0	22 3	21 0
Virol, Ltd., Ord. ...	30 0	32 6	27 6
" 7% Pref. ...	25 6	26 3	26 6
White (A. J.), Ltd., Ord. 10s. ...	14 3	15 9	16 6
White (Timothy), 7½% Prefd. Ord.	24 0	25 6	25 6
" is. Dfd. Ord. ...	2 0	2 7½	2 6
Wright, Layman & Umney (1932) 7% cum. Pref. ...	24 6	24 3	24 6
Yorkshire Indigo & Col. Dyers, 5s. Ord.	0 10½	0 9	0 9

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," August 30, 1933)

"MERSEY BRAND SULPHATE OF COPPER" on circular design including two fantastic fish and barrel; for sulphate of copper (2). By T. Bolton & Sons, Ltd., Mersey Copper Works, Hutchinson Street, Widnes. B542,891.

"CALBUX"; for chemicals (2). By I. C. I. (Lime), Ltd., Royal Exchange Buildings, Spring Gardens, Buxton. 540,824. (Associated.)

"WINSO"; for fly gum and fly paper (2). By Windsor Works, Ltd., 68 Venn Street, Clapham Common, S.W.4. 543,198.

"MALTOGEN BRAND" with design; for a preparation of extract of malt, cod-liver oil and Parrish's chemical food (3). By Parkes Chemists, Ltd., 55/6 Pall Mall, London, S.W.1. 539,998. (Associated.)

"VAMPIRE"; for an ointment for the chest and throat (3). By R. J. Harrison, 8 Station Road, Walthamstow, E.17. 543,084.

"BOJESTOL"; for a preparation for indigestion (3). By Scott & Turner, Ltd., 4 Gallowgate, Newcastle-on-Tyne. 543,177.

"MEMBROTONES"; for medicinal chemicals (3). By Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool. 543,375.

"HEPAMULT"; for medicinal extracts of liver (3). By Norgine Pharmaceutical Products (London), Ltd., 3 and 4 Clement's Inn, London, W.C.2. 543,505.

"ASTORIAL"; for perfumery, etc. (48). By Astoria Cosmetics, Ltd., 38 Basinghall Street, London, E.C.2. 543,106.

"DAILY" over circular design of days of the week in dial form ("Daily" disclaimed); for all goods (48). By R. Lehmann & Co., Ltd., Peninsular House, Monument Street, London, E.C.3. 541,699. (Associated.)

"FORMEN" on design incorporating silhouette resembling four men ("Formen" disclaimed); for perfumery, etc. (48). By A. W. Hansford, 48/49 St. James's Street, London, S.W.1. 543,016.

APPLICATION AMENDMENTS

According to "The Trade Marks Journal" of August 30, 1933, the specification for "Cathedral" in Class 3, No. 531,798, by A. Mason, has been amended to exclude "surgical embrocation, cold cream, bath salts and smelling salts."

According to "The Trade Marks Journal" of August 30, 1933, the specification for "Fiona" in Class 48, No. 541,395, by The Parozone Co., Ltd., has been amended to "Shampoo preparations for toilet purposes and perfumed toilet soap."

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

T/79. Antiseptic "Q" Tipf | T/59. Spik cleaner
T/79. Niemetz | T/79. Utens epilepticus

THREE DISCOVERIES.—During the five days August 31-September 4 the following discoveries were published:—

(1) "The new Pharmacy and Poisons Act is doomed to failure before it comes into operation on October 1."—"Daily Mail."

(2) "Meanwhile, more than seventeen forms of poisons that kill are not scheduled as dangerous. The Home Office Poisons Board meets only once a year. These poisons are not included in the new Pharmacy and Poisons Act which comes into operation next month."—"Daily Express."

(3) "The chemists keep the bottle [of hydrocyanic acid] in a special poison cupboard, and standing upside down, as a perpetual warning to themselves not to handle it carelessly or splash it on themselves in use."—"Daily Mirror."

Fluorescence Analysis of Pharmaceutical Products

By J. A. Radley, M.Sc., A.I.C.

(Continued from the "C. & D.," August 26, p. 295)

IN the last article the examination of alkaloids by means of their fluorescence in filtered ultra-violet light was briefly discussed, and in this one it is intended to note the results obtained with certain other pharmaceutical substances. Some good fluorescence colours are shown by a number of roots, barks and seeds; thus cortex granati shows a number of light patches on a dark background on the outside; a broken portion of cortex condurango shows a number of striking deep yellow patches; cortex cinchonæ also has a number of deep yellow patches, but, in addition, there are a number of light blue patches. If the inside of the latter be spotted with a drop of dilute sulphuric acid a light blue fluorescence is immediately apparent due to the solution of the alkaloid present in the acid. A similar phenomenon is observed with cinchona bark, but in this case it is better observed by powdering the bark and sifting it on the surface of some dilute sulphuric acid contained in a dish. The whole liquid soon assumes a light blue fluorescence due to the alkaloid going into solution. The addition of dilute sulphuric acid to quite a number of materials causes the fluorescence noted above to appear and is due in every case to the solution of the alkaloid in the acid. This leads to the generality that those drugs which show no fluorescence in neutral solution develop a fluorescence on the addition of acid, while the addition of alkali either suppresses this fluorescence or else greatly weakens the intensity. This is more particularly the case with drugs containing compounds such as umbelliferone and its derivatives, and such compounds have found fairly extensive use as indicators as the appearance or disappearance of the fluorescence takes place within certain narrow limits of PH values. Another compound used as an indicator is quinine, which shows two colour-intensity changes between certain PH values, thus making it valuable as an indicator in titrations where there are two end-points, for example, in the first two stages of ionisation of phosphoric acid. The value of fluorescence indicators lies in the fact that turbid or cloudy solutions may be titrated directly, and that the colour of a solution does not influence the titration as is the case when ordinary indicators are used. J. Grant has even used the method for the estimation of quinine itself. He dissolves the quinine in a known excess of 0.01 N sulphuric acid and back-titrates the excess acid with 0.01 N sodium hydroxide solution in ultra-violet light. The accuracy of the method is to within 0.1 c.c. of sodium hydroxide solution, while the method does not suffer from the usual errors inherent in ordinary volumetric work using indicators, and it is unaffected by the presence of atmospheric carbon dioxide. An example of material containing umbelliferone is radix levistici, which shows very strikingly the blue fluorescence on the addition of acid. The cambium ring and the vascular bundles in the cross section of radix calumbæ stands out a dark green against a beautiful intense yellow background of the rest of the drug.

Capillary Analysis

After a preliminary examination of the drug in the powdered state, and in bulk, it is best to proceed with the method of capillary analysis, which enables a more exact opinion to be expressed, as it is delicate, accurate and semi-quantitative. Tinctures may be examined direct under the lamp and then a capillary strip prepared in the usual way. A few examples of the appearance of capillary strips will illustrate the type of result obtained in this method:—

Catechu.—The strip obtained from the alkaline solution (5 c.c. of N/1 ammonia in 100 c.c. of extract) shows a reddish-grey zone followed by a yellowish zone shading

to brownish violet, and a brown coloured edge. The strip from the acid extract (5 c.c. N/1 acetic acid in 100 c.c. of extract) showed a whitish yellow zone blending to a blue coloured zone with a whitish violet edge.

Folia Stramonii.—Alkali strip, weak violet zone, then a bright greenish-grey zone with a darker edge. The acid strip shows the same zones, and, as only comparatively few drugs show this phenomenon, it is in itself a point of identification; a number of other substances, however, appear the same in most zones but the edging is different, for example, cortex quercus gives an alkaline strip having a dirty grey zone with a whiter edge, whereas the acid strip shows the same zone with a bright violet edge.

Flores Arnicae.—An alkaline strip which appears violet and has a yellowish green edge, whereas the acid strip shows a narrow, brilliant violet zone with a light violet edge.

Chamomile.—A differentiation may be obtained between flores chamomillæ romanæ albiss and flores chamomillæ vulgaris. The alkaline strip of the former shows a wide dull grey zone, then a light violet zone and a pale violet edge. The acid strip has a narrow dark zone, then a wider dull zone dark brown in colour followed by a pale yellow zone with a luminous edge. The chamomillæ vulgaris gives an alkaline strip which has a yellow fluorescence zone where the strip was immersed in the extract, a narrow light yellow zone, followed by a dark violet zone with a whitish edge. The acid strip, however, shows greenish-yellow where it has been immersed, then a narrow, dark brown zone, followed by a light yellow zone with a light edge.

Typical Examples

The above are typical examples of the results obtained by P. Ernst and E. Jentsch with about 140 drugs employed in pharmacy. It is of interest that many preparations containing leaves can readily be recognised by the strong fluorescence which is shown by chlorophyll. In alcohol solution this compound gives a beautiful fiery red fluorescence, even in great dilutions, and Danckwort has used this reaction for its detection and for the detection of leaf drugs. The substance may be shaken up in alcohol and examined under the lamp, when the appearance of the red fluorescence indicates the presence of chlorophyll and hence of leaf derivatives. Should the reaction be masked by the presence of other compounds soluble in alcohol an aqueous extract may be prepared and the zones separated by cutting the paper with scissors, each zone being then extracted with alcohol, or, better, with damp ether.

Chlorophyll appears on the market in a number of forms, in which the magnesium in the original compound is replaced by other metals to modify its properties, such as tinctorial power or solubility in various solvents. The hydrogenated derivative, phæophytin, gives the characteristic red fluorescence of chlorophyll, but the copper and mercury compounds do not react. The zinc compound is somewhat duller, and the lead and sodium compounds show no fluorescence. The writer has noted that some of the proprietary brands of chlorophyll on the market in the form of medicinal tablets give the red fluorescence in alcoholic solution and that the crushed tablet also shows a dull red fluorescence of the particles. Certain brands, however, do not give the reaction, and as the chlorophyll for making these tablets is obtained from a reputable firm there appears a possibility that the method of manufacture alters the fluorescence without a corresponding change in the medicinal value or other properties or that the sodium compound had been used. The fluorescence in these cases was a greenish-blue colour.

(To be continued)

FOR CLEANSING HANDS.—"Chemistry and Industry" (52, 28, 577) gives the following formula, recommended by the Home Office, for removing oil from the hands:—Chlorinated lime (powdered) 175 gm.; sodium bicarbonate (crystals) 359 gm.; boracic acid (powdered) 35 gm.; water to 30 oz. For use dilute with 10 volumes of water, to be followed by a thorough rinsing with soap and water.

British Association Meeting at Leicester

Presidential Address

THE following passages are selected from the address delivered by the president of the British Association for the Advancement of Science (Sir Frederick Gowland Hopkins, Pres.R.S.) at the annual meeting of the Association, which opened at Leicester on September 6. (Cross-heads have been added.)

Though speculations concerning the origin of Life have given intellectual pleasure to many, all that we yet know about it is that we know nothing. Sir James Jeans once suggested, though not with conviction, that it might be a disease of matter—a disease of its old age! Most biologists, I think, having agreed that Life's advent was at once the most improbable and the most significant event in the history of the Universe, are content for the present to leave the matter there.

We must recognise, however, that Life has one attribute that is fundamental. Whenever and wherever it appears the steady increase of entropy displayed by all the rest of the Universe is then and there arrested. There is no good evidence that in any of its manifesta-

tions life evades the second law of thermodynamics, but in the downward course of the energy-flow it interposes a barrier and dams up a reservoir which provides potential for its own remarkable activities. The arrest of energy degradation in living Nature is indeed a primary biological concept. Related to it, and of equal importance is the concept of Organisation.

It is almost impossible to avoid thinking and talking of life in this abstract way, but we perceive it, of course, only as manifested in organised material systems,

and it is in them we must seek the mechanisms which arrest the fall of energy. Evolution has established division of labour here. From far back the wonderfully efficient functioning of structures containing chlorophyll has, as everyone knows, provided the trap which arrests and transforms radiant energy—fated otherwise to degrade—and so provides power for nearly the whole living world. It is impossible to believe, however, that such a complex mechanism was associated with life's earliest stages. Existing organisms illustrate what was perhaps an earlier method. The so-called autotrophic bacteria obtain energy for growth by the catalysed oxidation of materials belonging wholly to the inorganic world; such as sulphur, iron or ammonia, and even free hydrogen. These organisms dispense with solar energy, but they have lost in the evolutionary race because their method lacks economy. Other existing organisms, certain purple bacteria, seem to have taken a step towards greater economy, without reaching that of the green cell. They dispense with free oxygen and yet obtain energy from the inorganic world. They control a process in which carbon dioxide is reduced and hydrogen sulphide simultaneously oxidised. The molecules of the former are activated by solar energy which their pigmentary equipment enables these organisms to arrest.

Are we to believe that life still exists in association with systems that are much more simply organised than any bacterial cell? The very minute filter-passing viruses which, owing to their causal relations with disease, are now the subject of intense study, awaken deep curiosity

with respect to this question. We cannot yet claim to know whether or not they are living organisms. In some sense they grow and multiply, but, so far as we yet know with certainty, only when inhabitants of living cells. If they are nevertheless living, this would suggest that they have no independent power of obtaining energy and so cannot represent for us the earliest forms in which life appeared. At present, however, judgment on their biological significance must be suspended.

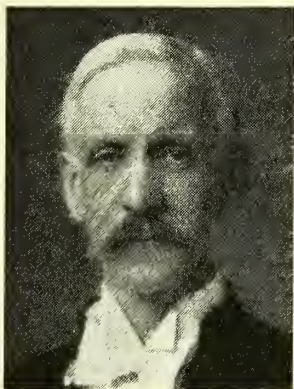
To claim, as I am to claim, that a description of its active chemical aspects must contribute to any adequate description of life is not to imply that a living organism is no more than a physico-chemical system. It implies that at a definite and recognisable level of its dynamic organisation an organism can be logically described in physico-chemical terms alone. At such a level indeed we may hope ultimately to arrive at a description which is complete in itself, just as descriptions at the morphological level of organisation may be complete in themselves. There may be yet higher levels calling for discussion in quite different terms.

I wish, however, to remind you of a mode of thought concerning the material basis of life, which though it prevailed when physico-chemical interpretations were fashionable, was yet almost as inhibitory to productive chemical thought and study as any of the claims of vitalism. This was the conception of that material basis as a single entity, as a definite though highly complex chemical compound. Up to the end of the last century and even later the term "protoplasm" suggested such an entity to many minds. . . .

Striking Chemical Reactions

The conception of continuous building up and continuous breakdown of the muscle substance as a whole has but a small element of truth. The colloidal muscle structure is, so to speak, an apparatus, relatively stable even as a whole when metabolism is normal, and in essential parts very stable. The chemical reactions which occur in that apparatus have been followed with a completeness which is, I think, striking. It is carbohydrate stores distinct from the apparatus (and in certain circumstances also fat stores) which undergo steady oxidation and are the ultimate sources of energy for muscular work. Essential among successive stages in the chemical breakdown of carbohydrate which necessarily precede oxidation is the intermediate combination of a sugar (a hexose) with phosphoric acid to form an ester. This happening is indispensable for the progress of the next stage, namely the production of lactic acid from the sugar, which is an anaerobic process. The precise happenings to the hexose sugar while in combination with phosphoric acid are from a chemical standpoint remarkable. Very briefly stated they are these. One half of the sugar molecule is converted into a molecule of glycerin and the other half into one of pyruvic acid. Now with loss of two hydrogen atoms glycerin yields lactic acid, and, with a gain of the same pyruvic acid also yields lactic acid. The actual happening then is that hydrogen is transferred from the glycerin molecule while still combined with phosphoric acid to the pyruvic acid molecule with the result that two molecules of lactic acid are formed. The lactic acid is then, during a cycle of change which I must not stop to discuss, oxidised to yield the energy required by the muscle.

But the energy from this oxidation is by no means directly available for the mechanical act of contraction. The oxidation occurs indeed after and not before or during a contraction. The energy it liberates secures however the endothermic resynthesis of a substance, creatin phosphate, of which the breakdown at an earlier stage in the sequence of events is the more immediate source of energy for contraction. Even more complicated



Photo] [F. A. Swaine
SIR F. G. HOPKINS, P.R.S.

are these chemical relations, for it would seem that in the transference of energy from its source in the oxidation of carbohydrate to the system which synthesises creatin phosphate, yet another reaction intervenes, namely, the alternating breakdown and resynthesis of the substance adenylyl pyrophosphate. The sequence of these chemical reactions in muscle has been followed and their relation in time to the phases of contraction and relaxation is established. The means by which energy is transferred from one reacting system to another has till lately been obscure, but current work is throwing light upon this interesting question, and it is just beginning (though only beginning) to show how at the final stage the energy of the reactions is converted into the mechanical response. I have chosen the case of muscle, and it must serve as my only example, but many such related and ordered reactions have been studied in other cells and tissues, from bacteria to the brain. Some prove general, some more special. Although we are far indeed from possessing a complete picture in any one case we are beginning in thought to fit not a few pieces together. We are on a line safe for progress.

The Living Cell

The catalysts of a living cell are the enzymic structures which display their influences at the surface of colloidal particles or at other surfaces within the cell. Current research continues to add to the great number of these enzymes which can be separated from, or recognised in, living cells and tissues, and to increase our knowledge of their individual functions.

A molecule within the system of the cell may remain in an inactive state and enter into no reactions until at one such surface it comes in contact with an enzymic structure which displays certain adjustments to its own structure. While in such association the inactive molecule becomes (to use a current term) "activated," and then enters on some definite path of change. The one aspect of enzymic catalysis which for the sake of my theme I wish to emphasise is its high specificity. An enzyme is in general adjusted to come into effective relations with one kind of molecule only, or at most with molecules closely related in their structure. Evidence based on kinetics justifies the belief that some sort of chemical combination between enzyme and related molecule precedes the activation of the latter, and for such combinations there must be close correlation in structure.

There is an important consequence of this high specificity in biological catalysis to which I will direct your special attention. A living cell is the seat of a multitude of reactions, and in order that it should retain in a given environment its individual identity as an organism, these reactions must be highly organised. They must be of determined nature and proceed mutually adjusted with respect to velocity, sequence, and in all other relations. They must be in dynamic equilibrium as a whole and must return to it after disturbance. Now if of any group of catalysts, such as are found in the equipment of a cell, each one exerts limited and highly-specific influence, this very specificity must be a potent factor in making for organisation.

Consider the case of any individual cell in due relations with its environment, whether an internal environment as in the case of the tissue cells of higher animals, or an external environment as in the case of unicellular organisms. Materials for maintenance of the cell enter it from the environment. Discrimination among such materials is primarily determined by permeability relations, but of deeper significance in that selection is the specificity of the cell catalysts. It has often been said that the living cell differs from all non-living systems in its power of selecting from a heterogeneous environment the right material for the maintenance of its structure and activities. It is, however, no vital act but the nature of its specific catalysts which determines what it effectively "selects." If a molecule gains entry into the cell and meets no catalytic influence capable of activating it, nothing further happens save for certain ionic and osmotic adjustments. Any molecule which does meet an adjusted enzyme cannot fail to suffer change and become directed into some one of the paths of metabolism. It

must here be remembered, moreover, that enzymes as specific catalysts not only promote reactions, but determine their direction. The glucose molecule, for example, though its inherent chemical potentialities are, of course, always the same, is converted into lactic acid by an enzyme system in muscle but into alcohol and carbon dioxide by another in the yeast cell. It is important to realise that diverse enzymes may act in succession and that specific catalysis has directive as well as selective powers. If it be syntheses in the cell which are most difficult to picture on such lines, we may remember that biological syntheses can be, and are, promoted by enzymes, and there are sufficient facts to justify the belief that a chain of specific enzymes can direct a complex synthesis along lines predetermined by the nature of the enzymes themselves.

It is a familiar circumstance that when an impulse passes to the heart by way of the vagus nerve fibres the beat is slowed, or, by a stronger beat, arrested. That is, of course, part of the normal control of the heart's action. Now it has been shown that whenever the heart receives vagus impulses the substance acetyl choline is liberated within the organ. To this fact is added the further fact that, in the absence of the vagus influence, the artificial injection of minute graded doses of acetyl choline so acts upon the heart as to reproduce in every detail the effects of graded stimulation of the nerve. Moreover, evidence is accumulating to show that in the case of other nerves belonging to the same morphological group as the vagus, but supplying other tissues, this same liberation of acetyl choline accompanies activity, and the chemical action of this substance upon such tissues again produces effects identical with those observed when the nerves are stimulated. More may be claimed. The functions of another group of nerves are opposed to those of the vagus group; impulses, for instance, through certain fibres accelerate the heart beat. Again a chemical substance is liberated at the endings of such nerves, and this substance has itself the property of accelerating the heart. We find then that such organs and tissues respond only indirectly to whatever non-specific physical change may reach the nerve ending. Their direct response is to the influence of particular molecules with an essential structure when these intrude into their chemical machinery. It follows that the effect of a given nerve stimulus may not be confined to the tissue which it first reaches.

Hormones and Vitamins

From substances produced temporarily and locally and by virtue of their chemical properties translating for the tissues the messages of nerves, we may pass logically to consideration of those active substances which carry chemical messages from organ to organ. . . . For full appreciation of the extent to which chemical substances control and co-ordinate events in the animal body by virtue of their specific molecular structure, it is well not to separate too widely in thought the functions of hormones from those of vitamins. Together they form a large group of substances of which every one exerts upon physiological events its own indispensable chemical influence. Hormones are produced in the body itself, while vitamins must be supplied in the diet. Such a distinction is, in general, justified. We meet occasionally, however, an animal species able to dispense with an external supply of this or that vitamin. Evidence shows, however, that individuals of that species, unlike most animals, can in the course of their metabolism synthesise for themselves the vitamin in question. The vitamin then becomes a hormone.

In this very brief discussion of hormones and vitamins I have so far referred only to their functions as manifested in the animal body. Kindred substances, exerting analogous functions, are, however, of wide and perhaps of quite general biological importance. It is certain that many micro-organisms require a supply of vitamin-like substances for the promotion of growth, and recent research of a very interesting kind has demonstrated in the higher plants the existence of specific substances produced in special cells which stimulate growth in other cells, and so in the plant as a whole. These so-called auxines are essentially hormones. It is of particular importance to

my present theme and a source of much satisfaction to know that our knowledge of the actual molecular structure of hormones and vitamins is growing fast. We have already exact knowledge of the kind in respect to not a few. We are indeed justified in believing that within a few years such knowledge will be extensive enough to allow a wide view of the correlation between molecular structure and physiological activity. Such correlation has long been sought in the case of drugs, and some generalisations have been demonstrated. It should be remembered, however, that until quite lately only the structure of the drug could be considered. With increasing knowledge of the tissue structures pharmacological actions will become much clearer.

The vitamin which in current usage is labelled "A" is essential for the general growth of an animal. Recent research has provided much information as to its chemical nature. Its molecule is built up of units which possess what is known to chemists as the isoprene structure. These are condensed in a long carbon chain which is attached to a ring structure of a specific kind. Such a constitution relates it to other biological compounds, in particular to certain vegetable pigments, one of which a carotene, so called, is the substance which I have mentioned as being convertible into the vitamin. For the display of an influence upon growth, however, the exact details of the vitamin's proper structure must be established. Now turning to vitamin D, of which the activity is more specialised, controlling as it does the growth of bone in particular, we have learnt that the unit elements in its structure are again isoprene radicals; but instead of forming a long chain as in vitamin A they are united into a system of condensed rings. Similar rings form the basal component of the molecules of sterols, substances which are normal constituents of nearly every living cell. It is one of these, inactive itself, which ultra-violet radiation converts into vitamin D. We know that as stated each of these vitamins stimulates growth in tissue cells. Next consider another case of growth stimulation, different because pathological in nature. As you are doubtless aware, it is well known that long contact with tar induces a cancerous growth of the skin. Very important researches have recently shown that particular constituents in the tar are alone concerned in producing this effect. It is being further demonstrated that the power to produce cancer is associated with a special type of molecular structure in these constituents. This structure, like that of the sterols, is one of condensed rings, the essential difference being that (in chemical language) the sterol rings are hydrogenated, whereas those in the cancer-producing molecules are not. Hydrogenation indeed destroys the activity of the latter. Recall, however, the ovarian hormone oestrin. Now the molecular structure of oestrin has the essential ring structure of a sterol, but one of the constituent rings is not hydrogenated. In a sense therefore the chemical nature of oestrin links vitamin D with that of cancer-producing substances. Further, it is found that substances with pronounced cancer-producing powers may produce effects in the body like those of oestrin. It is difficult when faced with such relations not to wonder whether the metabolism of sterols, which when normal can produce a substance stimulating physiological growth, may in very special circumstances be so perverted as to produce within living cells a substance stimulating pathological growth. Such a suggestion must, however, with present knowledge, be very cautiously received.

A Balanced Dietary

Owing to abundance of all kinds of advertisement vitamins are discussed in the drawing-room as well as in the dining-room, and also, though not so much, in the nursery, while at present perhaps not enough in the kitchen. Unfortunately, among the uninformed their importance in nutrition is not always viewed with discrimination. Some seem to think nowadays that if the vitamin supply is secured the rest of the dietary may be left to chance, while others suppose that they are things so good that we cannot have too much of them. Needless to say, neither assumption is true. With regard to the second indeed it is desirable, now that vitamin con-

centrates are on the market and much advertised, to remember that excess of a vitamin may be harmful. In the case of that labelled D at least we have definite evidence of this.

The importance of detail is no less in evidence when the demands of the body for a right mineral supply are considered. A proper balance among the salts which are consumed in quantity is here of prime importance, but that certain elements which ordinary foods contain in minute amounts are indispensable in such amounts is becoming sure. To take but a single instance: the necessity of a trace of copper, which exercises somewhere in the body an indispensable catalytic influence on metabolism, is as essential in its way as much larger supplies of calcium, magnesium, potassium or iron. Those in close touch with experimental studies continually receive hints that factors still unknown contribute to normal nutrition, and those who deal with human dietaries from a scientific standpoint know that an ideal diet cannot yet be defined.

Allow me just one final reference to another field of nutritional studies. Their great economic importance in animal husbandry calls for full recognition. Just now agricultural authorities are becoming acutely aware of the call for a better control of the diseases of animals. Together these involve an immense economic loss to the farmers, and therefore to the country. Although, doubtless, its influence should not be exaggerated, faulty nutrition plays no small share in accounting for the incidence of some among these diseases, as researches carried out at the Rowett Institute in Aberdeen and elsewhere are demonstrating.

Most of us have had a tendency in the past to fear the gift of leisure to the majority. To believe that it may be a great social benefit requires some mental adjustment, and a belief in the educability of the average man or woman. But if the political aspirations of the nations should grow sane, and the artificial economic problems of the world be solved, the combined and assured gifts of health, plenty, and leisure may prove to be the final justification of applied science. In a community advantaged by these each individual will be free to develop his own innate powers, and, becoming more of an individual, will be less moved by those herd instincts which are always the major danger to the world. . . . I believe that for those who cultivate it in a right and humble spirit, Science is one of the Humanities; no less.

Pharmaceutical Society of Great Britain Council Meeting

A SPECIAL MEETING of the Council was held on September 5 and September 6 to consider matters principally arising in connection with the coming into force of parts of the Pharmacy and Poisons Act, 1933. The following was among the business considered:—

A letter was received from the National Pharmaceutical Union asking that representatives of the Executive might be afforded an opportunity of putting before representatives of the Council the views of the Union upon the amount of the retention fee to be prescribed under the Act and the conditions of the appointment of inspectors in so far as the matters affected retail proprietor pharmacists. The Council asked the president to receive representatives of the Executive.

The Council appointed Mr. J. H. Franklin, of Manchester, and Mr. P. Sparks, of London, to be representatives of the Society upon the Poisons Board.

The report of the examiners in the Council prizes competition stated that ten candidates had entered for the competition, and that one only had obtained the requisite number of marks which qualify for the award of the Pereira medal. None had obtained a sufficient number of marks to qualify for the silver and bronze medals. The Council awarded the Pereira medal to Ernest Ronald Withell, of London.

"C. & D." Retail Price List

THE changes for the month of August were few in number and the index varied only a decimal point from that of July, being 149.2 against 149.3. In August 1932 the index of prices was 147.5. In surgical dressings there was no change to be recorded, the index figure remaining at 136.5, as against 136.0 in August of last year. The important changes in cost and selling prices for the month are as follows:—

Cost			Selling Price			
d.	per		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
96	lb.	Anthemidis flores Ang...	—	3 5	1 0	—
45	lb.	Anthemidis flores exot...	5 9	1 8	0 6	0 1
51	lb.	Anthemidis florum exot. pulv.	—	1 11	0 7	0 1
39	lb.	Anthemidis flores exot. sec.	4 10	1 5	0 5	—
18	lb.	Emuls. olei morrhue B.P.C.	2 3	0 8	0 3	—
27	lb.	Emuls. ol. morrh. c. hypoph. B.P.C. . .	3 6	1 0	—	—
19	lb.	Gentianæ rad. incis. . .	2 5	0 9	0 3	—
20	lb.	Gentianæ rad. pulvis. . .	2 6	0 9	0 3	—
30	oz.	Maltose	—	—	4 5	0 8
78	lb.	Oleum abietis	—	2 9	0 10	0 2
13	oz.	Ol. bergamottæ	—	—	1 4	0 4
48	lb.	Ung. iodi	—	1 9	0 6	0 1
33	lb.	Zinci sulpho carb. pulv...	—	1 3	0 5	0 1

Trade Notes

DR. PAGE-BARKER'S HAIR TONIC.—The accompanying illustration shows the improved appearance of this well-known hair tonic, which is now packed in a modern-style bottle with a bakelite cap. Thos. Christy & Co., 4-12 Old Swan Lane, London, E.C.4, announce, elsewhere in this issue, an unusual guarantee in connection with this product.



SULPHONATED LOROL.—Considerable interest has been aroused by an article on "Soapless Shampoo Preparations" by H. Stanley Redgrove, B.Sc., F.I.C. (C. & D., August 26, p. 290), in which the author referred to the use of sulphonated lorol. This new basis for modern soapless shampoos is supplied by the sole concessionaires for Great Britain and the Dominions, Ronsheim & Moore, 11A Wormwood Street, London, E.C.2.

HUMOUR is the keynote of an original advertisement in this issue by Camilatone, Ltd., shampoo manufacturers, Cricklewood, London, N.W.2.

AZYMA CACHETS are advertised elsewhere in this issue by Cicero S. Clark, sole agent, 12 Richmond Road, London, W.2, to whom chemists should write for samples.

COTY'S CHRISTMAS DISPLAYS.—Coty (England), Ltd., Coty House, 3 Stratford Place, London, W.1, announce a comprehensive programme of special Christmas displays throughout the country.

WE have received from Rhodes, Brydon & Youatt, Ltd., engineers, Waterloo Engineering Works, Gorsey Mount Street, Stockport, details of the Othena hand-operated rotary pump. Full particulars will be supplied by the makers on request.

HOT-WATER BOTTLES.—The season rapidly approaches when hot-water bottles will be in everyday demand. Now is the time, however, to purchase stocks so that when the cold weather does start (and it may be sudden) no sales will be lost. Particulars of several reliable and well-known hot-water bottles will be found in our advertisement pages.

WE are informed by The Impex Co., 9-15 Leonard Street, London, E.C.2, that owing to the rapid advance in the business of the company, it has been found necessary to create a special home trade selling organisation, which has been placed under the supervision of Mr. M. Rote, as sales manager, in conjunction with Mr. H. Nyfield, chemist and druggist, as general manager.

A TOILET NOVELTY.—We have received from Alluhr Beauty Products, Ltd., 1 Hardwick Street, London, E.C.1, samples of an interesting new automatic powder spray, the Alluhr Powdron. This ingenious device enables the user to obtain powder in just the correct quantity and so to eliminate waste; moreover the powder cannot leak into the handbag. The Alluhr Powdron consists of a bakelite container (available in six different colours), together with a simple yet effective mechanism which, on light pressure, causes the powder to be ejected; it is easy to fill and economical in use. Particulars of a generous introductory offer to the public and a bonus offer to the trade, together with other interesting information regarding this new product, will be found in the special two-colour inset in this issue. The attractive showcard (10½ in. by 7½ in.) illustrated herewith is self-explanatory; the colours are brown on gold leaf. We would draw our readers' attention also to the result of the Alluhr gold watch competition announced in our advertisement pages.

ALLUHR POWDRON
AUTOMATIC Powder Spray
Latest Beauty Aid from PARIS
2/11 EACH
Makes powdering so simple. Cannot leak. No more soiled handbags. Use just as much as you want. No more - no less.
SPECIAL INTRODUCTORY OFFER
ALLUHR POWDRON --- 2/11
ALLUHR COMPLEXION POWDER 6" 6"
ALLUHR VANISHING CREAM 6" 6"
3/11 VALUE FOR 2/11 ONLY

HALIBUT-LIVER OIL.—The Crookes Laboratories British Colloids, Ltd., Park Royal, London, N.W.10, call attention, on another page, to a national Press advertising campaign, commencing in October, for Crookes' Collosol halibut-liver oil. An attractive window display will be issued to chemists who take advantage of the bonus terms.

NUMOL, LTD., Newcastle-on-Tyne, are again making an offer in respect of Numol and Pinelyptus according to which the chemist takes a certain quantity of these products, and when the stock is sold and paid for, a copy of the British Pharmacopoeia, 1932, is presented to his assistant. After eight weeks any unsold stock is to be taken back by the company.

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KEPHALDOL.—The inauguration of an extensive national advertising campaign for Kephaldol brand tablets is announced. This preparation has now been placed on the P.A.T.A. list, the packing has been greatly improved, and a large demand is anticipated. Sangers, Ltd., 258 Euston Road, London, N.W.1, the distributors, invite chemists to accept a special bonus offer, particulars of which will be found elsewhere in this issue.

SLOANS BRAND LINIMENT.—An announcement of importance to the trade, in connection with the price reduction and increased discounts on Sloans Brand Liniment, appears in our advertisement pages. Chemists are invited to study carefully the new trade prices and the method of claiming rebate on stocks. A comprehensive advertising campaign will be conducted throughout the season; this can be linked to the pharmacy by means of showcards which will be supplied free on application to William R. Warner & Co., Ltd., sole distributors, 300 Gray's Inn Road, London, W.C.1.

Marriages

BURGESS—JONES.—At St. Alban's Church, Streatham Park, London, S.W., on September 2, by the Rev. R. S. Davies, Rector of Horton, Windsor, Derek William Burgess, son of Mr. W. H. N. Burgess, 36 Thrle Road, Streatham, to Gwendolen Jones, eldest daughter of Mr. Amos Jones, M.P.S., 50 Manville Road, Tooting Bec Common, S.W.17.

GILLET — RYDEN. — At Pleasington Priory, on August 31, Joseph Gillett, chemist and druggist, 10 Cecilia Road, Cherry Tree, Blackburn, to Margaret Ryden, New Ferry, Cheshire.

SHAW—HEWITT.—At St. Michael's Parish Church, Ashton-under-Lyne, on September 5, by the Rev. Canon Thompson, assisted by the Rev. Geoffrey Barker, Donald Smethurst Shaw, only son of Mr. C. Shaw, Ashton, to Marion C. S. Hewitt, M.P.S., only daughter of Mrs. and the late Mr. Silas Hewitt, Ashton.

SHEPPARD—OXLEY.—At St. Andrew's Church, Bournemouth, on September 4, Douglas H. Sheppard, M.P.S., to Josephine (Joyce) Oxley, Bournemouth.

WELCH—EVERATT.—At St. Paul's Methodist Church, Hoyland, on August 19, Harry Welch, chemist and druggist, Rotherham, to Catherine Everatt.

WILLIAMSON—NEWBY.—At Saint Anne's Church, Aigburth, Liverpool, on September 2, by the Rev. J. H. Walker, M.A., James Williamson, F.C.S., M.P.S., eldest son of Mr. A. E. Williamson, F.C.S. (managing director of John Thompson (Wholesale Druggists, 1921), Ltd.), to Susan Newby, second daughter of Mr. and Mrs. Richard Newby, Barnston, Cheshire.

Deaths

BROWN.—Recently, after a long illness, Mr. W. S. Brown, of the representative staff of Samuel S. Goldberg & Co., Ltd., druggists' sundriesmen, 45 Union Street, Glasgow, C.1.

PATERSON.—At 1 Victoria Road, Saltcoats, on September 1, Mr. Archibald Graham Brown Paterson, M.P.S., formerly of Girvan and Ardrishaig.

STANFORTH.—In Ormskirk General Hospital, on September 3, Mr. John Staniforth, chemist and druggist, aged twenty-five.

WALTON.—In the Dewsbury Infirmary, on August 28, Mr. Milton Walton (J. Brown & Co., Ltd., chemical manufacturers, Saville Town, Dewsbury), aged sixty. Mr. Brown was a member of the Dewsbury Education Committee for several years.

Business Changes

MR. FRED ROBERTS, chemist and druggist, has purchased the business of Mr. H. Booth, chemist and druggist, 8 Bolling Road, Ben Rhydding, Yorks.

BAYER PRODUCTS, LTD., 19 St. Dunstan's Hill, London, E.C.3, will remove their offices and warehouses on September 25 to Africa House, Kingsway, London, W.C.2. Telephone: Holborn 8730.

THE business carried on by Mr. R. R. Jones, chemist and druggist, at The Central Pharmacy, Llangefni, has been taken over by Mr. LLEW. W. JONES, chemist and druggist, Amlwch, and future trading of the two establishments will be as R. R. Jones (Llew. W. Jones, M.P.S.), Amlwch and Llangefni.

Personalities

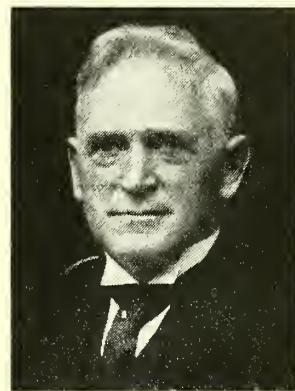
CERTIFICATES OF NATURALISATION have been granted to L. Grunis, medical practitioner, 25 Commercial Road, Peckham, S.E.; E. Gunstensen, medical practitioner, 14 Liberton Brae, Edinburgh.

MR. T. W. CALEY, for thirty-three years secretary and director with H. Sharp & Son., Ltd., manufacturing chemists, paint and varnish makers, Leeds and Darnley, retired from active service on August 31.

MR. C. HORSEFALL BILL has been appointed managing director of Robel, Ltd. (sole selling agents in Great Britain for Marcel Franck Sprays and other toilet and perfumery products), Eagle House, Jermyn Street, London, S.W.1.

COUNCILLOR C. A. CRITCHLEY, J.P., Ph.C., has been nominated as Mayor of Blackburn. Mr. Critchley is the second pharmacist to be nominated for this office, the previous member of the profession to fill the position being Mr. Walter Farnworth, Ph.C., in 1902. Mr. Critchley is a son of the late Mr. Thomas Critchley, J.P., the *doyen* of Blackburn chemists. Like his father, he has been president of North-East Lancashire Chemists' Association, Mr. Critchley demonstrated his gift of organisation in 1921 as honorary organiser of the Blackburn Tradesmen's Shopping Festival, which proved one of the most successful in the country.

In 1922-23 he accepted the presidency of Blackburn Chamber of Trade, and for several years he officiated as judge at shopping festivals in various parts of the country, as well as acting as a delegate to conferences of the National Chamber of Trade. Mr. Critchley was first elected to the Blackburn Town Council fourteen years ago. An ardent motorist, he has covered thousands of miles and is president of Lancashire Automobile Club. In his travels he has covered almost the whole of Europe, as well as Canada and the United States.



MR. C. A. CRITCHLEY, J.P., Ph.C.

Wills

MR. WILLIAM CONNALL, 246 Allison Street, Govanhill, Glasgow, chemist and druggist, who died on June 10 last, has left personal estate in Great Britain valued £2,754.

MR. ALEXANDER MILNE LEE, 5 Ury Crescent, Stonehaven, chemist and druggist, who died on February 26 last, aged seventy-eight, left personal estate in Great Britain valued at £1,361.

MR. THOMAS HERBERT HAWLEY, Battledown Lodge, Hales Road, Cheltenham, Gloucestershire, chemist and druggist, who died on February 5 last, left estate gross value £10,461, with net personality £8,073.

MR. EDWARD GRIFFITHS, Rallt, Bodedern, Anglesey, retired chemist, formerly in business at Wallasey, who died on April 19 last, aged seventy-two, left estate of the gross value of £12,660, with net personality £10,880.

MR. HUGH CUMMING CLANAHAN, J.P., Roxana, Park Road, Hale, Cheshire, chemical merchant, a director of Bayley, Clanahan & Co., Ltd., Dickinson Street, Manchester, and a former chairman of the Manchester Importers' and Exporters' Association, who died at Hale Golf Links on March 27 last, aged seventy-six, left estate of the gross value of £15,992, with net personality £11,701.

Telegrams:
"Atoleine
Sedis",
London."



Telephone:
Bermondsey
1141

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Send for free sample and particulars
Oxford Works, Tower Bridge Road, London, S.E.1

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SPIRITS OF WINE**
DUTY PAID DUTY FREE EXPORT
ABSOLUTE ALCOHOL
ORANGE WINE SHERRY
JAS. BURROUGH LTD., 1 GALE DISTILLERY, LAMBETH, S.E.11

EPHAZONE TABLETS
Regd.
FOR ASTHMA AND BRONCHITIS
Now available for
N.H.I. DISPENSING.

Please order supplies from your usual Wholesale.
saler. Stocks carried for immediate despatch.

The Ephazone Company,
179 Piccadilly, London, W.1 Tel. : Regent 5311-12

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Children's Powders
ADVERTISED EVERYWHERE. READY SALES.
ALFRED FENNINGS, Cowes, I.W.

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Whenever a doctor specifies
"LUMINAL"

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on any prescription, the chemist, is legally
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THE CHEMIST AND DRUGGIST

VOL. CXIX. SEPTEMBER 9, 1933 NO. 2796

A Significant Address

EVEN the British Association does not often secure as president a star of the magnitude of Sir Frederick Gowland Hopkins, who, it happens, is also President of the Royal Society. A selection of passages from his presidential address delivered before the Association at Leicester on September 6 is printed on pp. 341-343 of this issue; and we need do little more than suggest that our readers discover its fascinating qualities for themselves. The president's great authority in biochemistry and associated sciences imparts unusual importance to his pronouncements—not only on vitamins, with which his name is so closely identified, but also on the functions of the living cell. Such sentences as the following have all the charm of lucidity allied with fineness of suggestion:—

"It is important to realise that diverse enzymes may act in succession and that specific catalysis has directive as well as selective powers. . . . We may remember that biological syntheses can be, and are, promoted by enzymes, and there are sufficient facts to justify the belief that a chain of specific enzymes can direct a complex synthesis along lines predetermined by the nature of the enzymes themselves."

Another passage hints at a relationship between vitamins and cancer-producing substances. Such passages constitute an achievement of great difficulty, in that they dispense with the technical terms of the specialist and present concepts that even the amateur in science can grasp. And in his final sentences Sir Frederick Gowland affirms his belief in the unity of learning, upholding the right of Science to be ranked among the humanities. Such an address points the way to new discoveries.

Applying for a Post

HAVING read in THE CHEMIST AND DRUGGIST, recently, a report of a county court case in which an assistant, who had accepted an advertised offer of employment, was ordered to pay £8 damages for breach of contract, one of our assistant readers has written to us in some perturbation to inquire whether he may not inadvertently expose himself to the risk of having to pay a similar penalty. Let us hasten to assure our correspondent that unless he indulges in the pastime of "playing fast and loose"—always a dangerous practice where contracts are concerned—he need have no anxiety. If, as we gather, he imagines that he may commit himself to accepting a vacant post by the mere fact that he has replied to the advertisement by which the employer made known his needs, he may set his mind at rest. Jobs are not secured so easily as that—although most unemployed assistants may wish that they were. It is true that the somewhat brief report of the case referred to did not make plain all that had occurred; but it is clear, at any rate, that special circumstances were present. Seeing that the assistant's services were "accepted, subject to references," it is safe to assume that there had been a correspondence between

him and his prospective employer, if not an interview, and that, knowing all the facts about the situation offered, the assistant had definitely signified his willingness to take the situation. On his part the employer had, no doubt, agreed to employ the assistant subject to one condition—that the assistant's references were satisfactory. In other words, the negotiations had reached this stage: the assistant was left with no loophole whereby to escape from his contract; the employer could "cry off" only in the event of the assistant's testimonials proving to be unsatisfactory. As events turned out, the employer was satisfied with what previous employers had to say about the assistant and told him so, at the same time confirming the date upon which the assistant was to start his duties. In the meantime, however, the assistant "had fixed up elsewhere," with the result that his change of mind cost him £8 in damages, not to mention the other expense to which he must have been put.

A Reasonable Time

We have said that the assistant, in the circumstances stated, had no loophole whereby to escape from his contract; but we think that he might have one. It would be the duty of the employer to take up the assistant's references within a reasonable time, as the latter could not be expected to wait indefinitely for his engagement to be confirmed. But what period of time would be considered "reasonable" we cannot say: each case would have to be dealt with on its merits. Briefly, therefore, no assistant need be afraid that by applying for an advertised situation he will be bound to accept the job if he afterwards discovers that the salary or conditions of service are not to his liking. It is possible so to word an advertisement as to constitute a firm offer to the world at large that can be accepted by any individual—this has, indeed, been decided by the Courts; but that an advertisement of a vacant situation could be worded in this way is inconceivable. Contracts of employment are entered into only after both sides have weighed the pros and cons and definitely made up their minds. Fortunately, applications for posts do not, as a rule, lead to such consequences for those concerned as happened in the case under discussion; but minor annoyances are by no means infrequent. For instance, we are constantly receiving complaints from assistants that photographs which they have sent with letters offering their services to advertisers have not been returned. We think that the employer should certainly return a photograph if he has asked that one should be sent or, even if he has not done so, if the applicant has enclosed a stamped and addressed envelope for its return. But an employer may well be excused for failing to return a photograph in other cases. The position is similar with testimonials; but here a far more important issue is involved. Photographs can easily be replaced; testimonials, as a rule, cannot, even if they can be replaced at all. The moral is that no applicant for a job should ever send original testimonials, unless he has been asked to do so; he should send copies. And if he wants the copies back, he should send a stamped and addressed envelope for their return.

Pharmacy in the Napoleonic Era

By Ernest C. Cripps

THIS slight sketch covers broadly the years from 1780 to 1815, a period which saw the rise and fall of Napoleon Buonaparte, who began his military career at the College of Brienne in Champagne in 1779 and ended it at St. Helena, after his defeat at Waterloo, in 1815. It was a time of wars and rumours of wars, both on land and on sea, a time of starvation for the poor and of straitened circumstances for those better off; over all the country, for several of the years of the period, hung brooding, like some huge boggy of evil, the nightmare shadow of the Corsican adventurer.

I am indebted to the courtesy of Allen & Hanburys, Ltd., for permission to extract the information embodied in this article from the archives of the company and from records which have been handed down from the old

of 1677 was in use; the actual copy used by Silvanus Bevan is still preserved with annotations in what is believed to be his own handwriting. In the preface to this edition the claim is made that it is a "reformed" edition, the inference being that many of the absurd and unverified remedies of former editions are omitted. Although this may be the case, there are still to be found woodlice, earthworms, the dung of various animals, the slough of a snake, the fat of a man, the horn of a unicorn and moss growing on a human skull. During the eighteenth century Linnæus, the botanist, William Harvey, with his views on the circulation of the blood, Robert Boyle, and that brilliant trio of pioneers, Black, Priestley and Lavoisier, all lived and worked; and although none of these was directly connected with what was then known as pharmacy, they all exercised a profound influence upon its development.

When, therefore, William Allen became a partner in 1795 in the firm of Mildred & Allen, the drugs, chemicals and galenicals stocked were, if not so many and varied as those to be found in the pharmacies of to-day, yet similar to the majority of them, as may be seen by the photograph of part of a page of the list or "catalogue" which the firm issued in 1796: this is probably the oldest printed drug list in existence in this country. It will be noted that no prices are given: these were written in as the occasion demanded, an arrangement that would take the place of quotations and save a good deal of handwriting, for needless to say there were no typewriters or copying presses, and all copies were made by hand as the letter-books of the firm, still carefully preserved from 1775, show. This catalogue has forty pages, and the items do not exceed 800: a modern list of similar items will give about 5,000. It is fortunate also that many of the original orders for goods, both from home and overseas customers, have been preserved; a selection of these will give some idea, not only of the stock of drugs kept, but also of that of patent medicines, surgical instruments and other articles, and they will indicate some of the conditions in which the orders were given and executed.

Illustration No. 1 reproduces a letter from a surgeon, one David Crumpton, Junr., of Coggeshall, Essex, dated June 23, 1795. It is remarkably well preserved; the ink is as black as though used a few weeks ago. The items indicate some of the drugs used by the medical profession of the day, particularly "twenty pounds of the Powder of read Bark."

Illustration No. 2 shows an order from a druggist at Kettering, written evidently by a Quaker. It calls for little comment; the quantity of quicksilver appears to be somewhat large; the calligraphy is typical of the times.

Illustration No. 3 is a fine specimen, very well preserved. Unfortunately there is not room to show the whole of this order, which is "for Sundries, Druggs & to be shipd by Mildred & Allen of London to Caleb Greene of New Bedford, Massachusetts; to be shipd in the earliest good Ship for Boston." The order is written on double foolscap, and the pages not shown contain about 200 items, mostly drugs and what are known to-day as chemists' sundries, including 2 gross of assorted tooth-brushes. The actual part shown is of outstanding interest, as it represents what were practically the whole of the patent medicines of the day.

No. 4 represents an order from St. Thomas's Hospital for lenitive electuary and spt. æther. nit. The date is 1795, "G. Whitfield" was probably the dispenser. The address on the back is "Mess Mildred & Allen, Plow Court, Lombard Street, with pot & bottle." There are a number of similar orders; they indicate the restricted scope both of the drugs used and of the hospital itself.

No. 5 would have reproduced more clearly had it not been burnt at the edges; even so it shows that surgeons' instruments were stocked, though the spelling of some of them was not of the most exact. Many of

*For your Portness I have herein
an order for twenty Pounds of the
Powder of read Bark & told him in
he might send it in a fortnight to him
but my stock is nearly out you may
send it this Week by Doctor's Wagon
to the Bull Inn London hall Street London*

*Seth George Thurston #6.
Roderick Philp & T. H. ...
Nuclei mon. hat 344
Pub. i. Scammon. John #15*

I remain your Humble Servant

*David Crumpton, Junr. Surgeon,
Coggeshall Essex*

June 23, 1795

1. ORDER RECEIVED FROM A SURGEON IN 1795

Plough Court pharmacy: they also kindly gave permission for the use of the old letters, books and so forth from which the illustrations are prepared. The old pharmacy, pulled down in 1872, dated from 1715, the year in which Silvanus Bevan, native of Swansea, hung up his stuffed crocodile across the entrance and started in business as an apothecary. He prospered exceedingly; his house and garden at Hackney became the abode of fashion; he collected a variety of curious paintings and rich old china, also a good library. He became a Fellow of the Royal Society at the early age of thirty-four. In 1780, Joseph Gurney Bevan, son of Timothy Bevan, the brother of Silvanus, was carrying on the pharmacy; he retired in 1794. He was succeeded by Samuel Mildred; and in 1795 William Allen, destined to play no mean part in the founding of the Pharmaceutical Society and to become its first president, joined Mildred, and the firm became known as Mildred & Allen.

Drugs, Galenicals and Chemicals

Before the general conditions of pharmacy are discussed it will help us if we can visualise to some extent the stock of the average pharmacy of those days, say in the years round about 1800. When the business of which I write was founded in 1715, the London Dispensatory

the orders preserved are for instruments, which were usually confined to scalpels, lancets, knives and such like; surgery in those days was simple.

I have extracted from the letter-books a few references showing the prices of certain articles. Here are two: the dates are rather later than any yet mentioned. In 1821 there was a purchase of "vials," from $\frac{1}{2}$ oz. to 8 oz.; dispensing flats as known to-day were of a later date.

"narrow mo: Vials.

20 gro.	8 oz. @ 53s. od.	12 gro.	2 oz. @ 23s. 6d.
20 "	6 oz. @ 44s. od.	24 "	1 oz. @ 20s. od.
10 "	4 oz. @ 37s. od.	4 "	$\frac{1}{2}$ oz. @ 16s. od.
4 "	3 oz. @ 30s. 6d.	Less 15 per cent. discount."	

As late as 1823 the cash price of bicarbonate of soda and tartaric acid was

"P. Bicarb. of Soda 5s. 6d. lb.
"Tartaric Acid 6s. 6d. "
Bottles Extra."

Seidlitz Powders

This is a suitable place in which to place on record some details of the origin of seidlitz powders: I am indebted to the courtesy of Messrs. Savory & Moore for some of the information, although my curiosity was aroused in the first instance by finding the following letter, which had evidently been sent to "Savory Moore & Co."

"Respected Friends—Savory, Moore & Co.

Be pleased to forward to us immediately 6 doz. Seidlitz Powders (4 doz. being wanted for a Shipping order).

We are occasionally exporting this article, and have to request you will endeavour to do it on more favorable terms. Although we have understood that the patent is only nominal we have not felt desirous of making the article as many houses do, till the introducers of it have reaped a fair compensation for their invention. But you are aware that while we supply your article, we send it out with your firm's address and that this circumstance naturally suggests a liberal trade allowance, as Merchants, are otherwise likely to be induced to transmit direct to you their exportation orders.

We are respectfully yours

Wm. Allen & Co.

Plough Court 25.10 mo. 1821."

Upon communicating with Savory & Moore, Ltd., I learnt that thirty or more years ago an article on seidlitz

Netting 12mo 8th 1795
Respected Friends
Wm Allen

Please send 6 first of

Wright's Wagon & the following

viz. 134 Quicksilver
10 White Precipitate
10 Red — — —
20 White — — —
20 Blue Tincture Bark.
10 Ol. Bignon
20 Tinct. Myrrh & Aloes
10 Barbadoes Jar

2. ORDER RECEIVED FROM A DRUGGIST IN 1795

powders appeared in THE CHEMIST AND DRUGGIST, in which some information was given about the invention of these powders. They were patented in 1815 by Mr. Thos. Field Savory. They became extremely popular, and Mr. Savory, who was a man of fashion in the West End, was popularly known as "Count Seidlitz." Messrs. Savory & Moore state that the style of their present label, with some slight alterations, has been in use since 1829 at least.

Prices

From the day book for 1810 the following prices have been taken. The purchaser was one Edward Coxo of Hampstead Heath.

	s.	d.
Pil Sedativ No. XXXVI	1	6
" Calom: et. Jalap XXIV	1	3
" Rhei No. CXX	5	0
" Ipecac gr. ii No. CC	6	0
2 oz. Camphor.	2	0
4 oz. Gum Arabic Opt.	1	6

The fitting up of medicine chests was quite an important part of the business of many pharmacists of those

<i>- Patent Medicines viz -</i>	
<i>Andersons Pills Genuine - ✓</i>	<i>9s. 3d.</i>
<i>do do Com - - - -</i>	<i>1</i>
<i>Batemans Pectoral Drops ✓</i>	<i>1s. 6d.</i>
<i>Cardial Chicer (for Travel) - - -</i>	<i>1s. 6d.</i>
<i>Bellons British Oil Genuine -</i>	<i>6.</i>
<i>Bob. Flacey com - ✓ - -</i>	<i>6.</i>
<i>Cephalic Snuff ✓</i>	<i>3s. 6d.</i>
<i>Lulys Carminative - - -</i>	<i>1s. 6d.</i>
<i>Godfreys Cardial - - -</i>	<i>1s. 6d.</i>
<i>Hoopers Pills Gen ✓</i>	<i>1s. 6d.</i>
<i>Lukyers Pills - ✓ - -</i>	<i>4s. 6d.</i>
<i>Furlingtons Bala Life Genuine</i>	
<i>made by his real Successor</i>	<i>6d.</i>
<i>also - Purgent smelling Bottle</i>	
<i>sorted 6 doz ✓</i>	
<i>Other Smelling Bottles called</i>	
<i>pinched smelling Bottles - - -</i>	<i>6d.</i>

3. PART OF AN ORDER FROM NEW BEDFORD, U.S.A.

days. Here are a few prices showing the charges for a number of galenicals for a medicine chest, the total cost of which was £10 10s.

	s.	d.		s.	d.
10 oz. Ol Ricini	5	0	6 oz. Pulv. Cinchonoe	6	0
5½ oz. Spt. Lavand. Co.	2	9	1½ oz. Sp. Ammon Co.	0	10½
5½ oz. Lin. Saponis Co.	2	9	1½ oz. Magnes Calcined	1	9
1½ oz. Tinct. Opii	1	6	2 oz. Pulv. Doveri	2	0

The very high prices of many of what in those days were new chemicals should be noted. This letter throws a curious light on the price of what was apparently chlorate of potash.

"Respected Friend

Dr. Harris

In reply to thy favor of the 17th I thought it right in the first place to state the price of the articles wanted which will be as under.

Oxymuriatic acid	1s. 4d. lb.
Oxymuriate Potash	44s. od. lb.
Calomel Ppd.	9s. od.
Oil Peppermint	5s. od. oz.
Hydrarg. muriat	7s. 4d.

I am at present out of Oil Cinnamon and have none of the

Uric Acid—the latter is an article I believe never kept for sale. If the above prices suit and thou wilt be so kind enough to order payment to be made in London the articles shall be forwarded to thy order.

I remain

Thine respectfully,
Wm. Allen.

London 22nd of 2nd month (Feby) 1809."

Writing in January 1810 to a correspondent, William Allen remarks *inter alia*: "Davy has discovered that the

*Oray fill the Pot with
Elect Lintiv—And fill the bottle with
Spir. Eth. Nitr for the use of St Thomas'
Hospital*

Sept 5th 1795

*I am
Your humble Servant
G. W. Pitt*

4. ORDER FROM ST. THOMAS'S HOSPITAL IN 1795

oxymuriatic Acid is a simple body—we must explain things differently now."

International Affairs

In the three-volume Life of William Allen, compiled from his diary which he wrote up every night for practically the whole of his adult life, there are many allusions to the disturbed conditions of international affairs, particularly between 1795 and 1810. Thus in 1803, 5th month, 26th, he writes:—

"In public affairs the cloud thickens. Invasion is fully anticipated, and government are taking measures to arm the public in general. The Northern powers seem to look upon this country with an envious eye, and it is feared Russia, Denmark and Sweden will join against us, Great preparations are now making in France. It is said two hundred thousand are to be sent over."

How overseas business was affected by the strained relations between Great Britain and the United States is shown in a letter written "27th of 6 mo 1808" by William Allen to Jesse Talbot of Baltimore. The following is an extract from this letter:—

"Thine dated 15th of 10th month 1807 containing an order came to hand on the 18th of the 12th month following but the alarm among our American Merchants since thy letter was received has been so great and especially since the issuing of our orders in Council that it is generally reckoned highly imprudent to make any shipment to your Country and the only reason that I did not write sooner was the constant hope week after week that some favourable intelligence might arrive from America which would justify the execution of the order. Down to the present moment however it does not appear but that this embargo and non Importation acts continue in force and we are not certain but that stronger measures might be taken by your government before the Goods could arrive. This state of suspense has been very trying to me as I know thou must be subject to loss and disappointment in not receiving the Goods.

... It is obvious that if a rupture take place between the two countries it would be impossible for thee to make remittances and should the popular indignation lead to a confiscation of British Property thou wouldst be placed in a very distressing situation."

This is also an interesting letter.

"To the Lords of the Kings Privy Council
The Petition of William Allen of Plough Court
Lombard Street, London, Druggist.

Sheweth

That your Petitioner is desirous of exporting to the King's Colonies and Plantations in the West Indies and North America on board any British Ship or Ships Five Hundred Pounds weight of Jesuit's Bark,

Your Petitioner therefore requests that the King's Licence may be granted him for that purpose free of expense, except the Stamp Duty on the Sign Manual

and remains very respectfully

Your sincere friend

Wm. Allen.

Plough Court 27th of the 10th month 1808."

From among many more letters the following is taken, as it shows, in addition to the disturbed condition of the Continent, by what method goods were carried from one part of the country to the other.

"Dear Thomas,

The articles on the other side were sent the 8th instant by Pickford's Waggon from Castle, Wood Street; On account of the state of the Continent it is difficult to get Pill Boxes and I was obliged to omit the Lozenge Boxes in the present order, but may perhaps be able to get them by the time thou mayst want a few more articles: the Rad Althaea is not sent upon the supposition that thou hadst forgotten that 14-lb. had been ordered just before.

London 2nd month 12th 1808."

Labour Conditions and Business System

The records contain much interesting information about the assistants at the old Plough Court pharmacy; several letters are found scattered through the pages of the letter-books which have reference to the engagement of shopmen and porters. The following is given *in extenso*, as it shows very clearly just what was the life of an assistant in 1812:—

"Esteemed friend,

Ollive Sims.

I expect to have an opening at the end of the year for a Shopman, well qualified to make up prescriptions, of good disposition and moral conduct and one who understands Latin—business commences at 9 o'clock—though frequently some attention is required earlier, but this is contrived by an arrangement among the shopmen to be taken in turn among three of them—Shop shuts up at 9 o'clock in the Evening and I allow each of the shopmen one afternoon in a week to themselves—by rising early in a morning they have an opportunity of studying if they are so inclined.

*London. March. 20th 1795
Mess^{rs}. Mitford & Allen*

Boat of yr. goodall. L. C. D.

GS 1/2 Doz Best Lancets	12
4 Sets Pocket Instruments Morocco Cases	28/5.12
1 Doz Surgeons Needles	6
6 Scalpels	9
4 Strait Spatulas	4 6
	<u>L. 7 3 6</u>

5. BILL FROM A MAKER OF SURGICAL INSTRUMENTS IN 1795

Thou wilt be a judge how far the young man in question is qualified for such a plan as my shop and I shall be obliged to thee for a line as soon as convenient having another application before me from a friend at Bristol.

The Shopmen dine in the parlour by turn and take the rest of their meals in the kitchen. I should not wish to engage with a young man without there was a prospect of his remaining at least two years as I do not like to change frequently—the Salary would be £34 p. Ann. at first but if the young men are found to suit I make it £40.

I remain,

Thy assured friend,
Wm. Allen."

In February 1814 there was a vacancy in the establishment for a porter; the following letter was written by J. T. Barry, who at that date was partner to William Allen:—

"Having at this time a vacancy in my establishment to be filled by one in the capacity of Porter, and being desirous of meeting with a trusty man as well as one equal to the situation, it occurred to W. A. whether the Danish prisoner of War (lately such) who was inclined to Friends' principles and desirous of staying in England, would be willing to take such an offer. I am induced to take the liberty of consulting thee, as one who is likely able to give the necessary information and to excuse the consequent trouble.

The business of our porter is much the same as that of Porters in London, viz: occasionally to carry moderately

afternoon and 1 hour at dinner-time. The wages of our late porter when he came was 20/- and then increased to 22/- in addition to this, his rent was afterwards paid.

Thy friend,

for W. Allen,
John T. Barry."

It should be noted in passing that three one-time assistants of the old Plough Court pharmacy (including

Unguentum sambuci

spermatis ceti

fulphuris

tutiae

Zincum calcinatum vulgo Flores Zinci

vitriolatum purificatum, vice Salis vitrioli

7. END OF ALPHABETICAL LIST OF DRUGS AND CHEMICALS IN THE 1796 CATALOGUE

Daniel Hanbury) became Fellows of the Royal Society. Perhaps one of the most interesting and even fascinating studies is that of the records of the daily cash and credit transactions, which were kept with a neatness and meticulous carefulness which is an index to the painstaking and careful methods of the Quakers. In one of the letter-books about this time, in a letter to a correspondent, is a description of the method "of doing Retail Business." "Each of the assistants has his own bill and a book in which he immediately enters every sum taken after a particular manner and at night he balances in the way banker's cashiers do." What may be described in present-day parlance as the cash book for 1815 is before us. When opened it measures 36 inches across: on the left-hand side are the credit sales, on the right the cash sales as well as other information. The rulings are by hand, and are beautifully fine and exact.

Reading from left to right of the cash sales, the prescription sales first attract attention. There were five "stations" or dispensers. The total averages vary day by day. For the 29th of September, for instance, we find that the work of each dispenser was:—No. 1, 27; No. 2, 15; No. 3, 17; No. 4, 30; No. 5, 1; or a total of 90 scripts in all, of which number 54 were paid cash for at an average charge, as the total shows, of about 1s. 6d. each.

The "Retail" cash sales for the same day were £5 15s. 3½d. "Soda Water," kept under a separate heading for some reason unknown to-day, totalled 7s. 7½d., a small amount, the highest recorded payments in the month being £2 7s. 5d., on the 29th: next comes a column on which cash taken for "tests," or analyses, is recorded. This for the month under review is £8 os. 10d. "Leeches" is another heading in which are to be found details showing the esteem in which these were held. Rarely a day passed but purchases are recorded. Thus on September 27 six leeches were sold and 7s. 6d. was paid for them; 1s. 3d. each is the price charged through the month. The total sold for the month was fifty-six.

Now we come to columns which throw some light upon the statement made above that each assistant "balances in the way banker's cashiers do." A section of six columns is headed "Error" and these six are divided into *Prescriptions*: Plus, Minus, Bad Coin; *Retailing Side*: Plus, Minus, Bad Coin; 9s. 6d. was the value of the bad coins for the month. For some strange reason the "Plus" side of the two subsections greatly out-balanced that of the "Minus." It is very informative to learn that the amount of business booked during the month was about 6 per cent. of the total cash and credit returns. Also that whereas but four leeches were charged to account out of a total of fifty-six, practically half the soda water supplied was entered. It would be interesting to know what price was paid per bottle for this, but apparently it was not entered up in the day books, which are still preserved, and of which an illustration is given.

CATALOGUE

OF

ARTICLES

SOLD BY

MILDRED & ALLEN,

CHEMISTS AND DRUGGISTS,

PLOUGH COURT,

LOMBARD STREET,

LONDON.

PRINTED BY

JAMES PHILLIPS,

GEORGE YARD, LOMBARD STREET,

1796.

6. TITLE-PAGE OF MILDRED & ALLEN'S CATALOGUE, 1796

heavy loads or draw them in a truck; frequently to be sent out on smaller errands—to dress lamps and cleanse cellars, open and shut up shop, clean shoes, etc. so that it is requisite he should be both strong and active: he should begin at 7 o'clock in the morning and leave at 9 o'clock at night, out of which time ½ hour is allowed at breakfast and in the

Upon looking through the pages of the letter-books, curious pieces of information strike the reader. To illustrate the classes of goods kept by a pharmacist in 1794 and their respective value, we learn that an "opening order" was quoted for, and was made up approximately as follows:—

	£
Drugs and medicines	420
Spices	20
Patent medicines	66
Utensils, instruments, etc. ..	148
Colours, etc.	8
Paper, grocery, etc.	32
Packages guessed at	26

Here is an extract from the diary of William Allen 16-4-1814:—"Lecture at the Hospital (Guys) No. 20—Earths; Showed Iodine for the first time."

This is an application for an overdue account.

London 15th of 1st mo 1814.

"Respected Friend

J. G. C.—

On turning over the ledger a little balance appears in thy account a memorandum of which is annexed.

Respectfully I remain thy assured friend.

J. T. Barry."

Modern methods in salesmanship have not suggested any great improvement on the courteous tone of this missive.

Birmingham Analyst's Report

THE latest annual report of the Birmingham public analyst (Mr. H. H. Bagnall, B.Sc., F.I.C.), covering the year 1932, deals with matters the chief of which affecting the drug trade have already been reported in our columns. The percentage of adulteration for all samples was 4.24, the smallest since 1927. An unusual occurrence is noted under the heading "Vinegar." "Sample A.7816 was described as 'acid' vinegar. The label stated that it was pure acetic acid of about 60 per cent. strength and, further, that one tablespoonful would make about half a pint of table vinegar on dilution with water. Analysis showed that it was practically pure acetic acid of 34 per cent. strength and not 60 per cent. as stated. The diluted product made according to the directions given would contain only about 1.7 per cent. of acetic acid, and even if the sample had contained 60 per cent. of acetic acid the strength of the diluted article would have been only 3 per cent. Apart from this, table vinegar should be malt vinegar."

In the course of his general comments Mr. Bagnall remarks:—"No new legislation dealing with food and drugs and affecting this department has appeared during the year. The Committee mentioned in last year's report, which was set up by the Ministry of Health to inquire into the working of the law as to the composition and description of food, and the work of which was for reasons of economy suspended soon after its sittings had begun, has not yet resumed its activities. . . . A new Act is urgently necessary which will take into account the very different conditions prevailing at the present day as compared with those of 1875, when the present food and drugs legislation was originally passed. Descriptions of and standards for a large variety of foods and compounded articles are necessary, particularly for the latter, of which very few examples existed in 1875 and which, therefore, were not adequately provided for in the Act. Of the great variety of articles which may be examined by a public analyst, in only a few cases has an attempt been made to fix any sort of standard of composition. . . . It should be noted that the Pharmacopœia has no statutory force in this country, but if a drug bought under its B.P. name or official synonym and intended for medicinal use is found seriously to differ in its characteristics from those laid down, the standards of the B.P. would probably be accepted by a magistrate as constituting reasonable ones for the purpose of the Food and Drugs Acts."

The Trade in Gelatin

THE annual consumption of gelatin in this country has recently been estimated to be approximately 14,000 tons, of which about 3,500 tons was home produced and some 10,500 tons imported. There appears to be no definite dividing line in the trade between the best qualities of glue and the lower grades of gelatin, but the above figures are based on trade custom as regards sales description.

Production

Practically the whole of the gelatin produced in the United Kingdom has, up to the present, been derived from hides and skins waste, and is known as skin gelatin. The bone from which osseine (the raw material from which bone gelatin is produced) is almost entirely supplied by India, but owing to the fact that a very cheap supply of hydrochloric acid is essential for the economic production of osseine (between four and five tons of hydrochloric acid being required to produce one ton of osseine), the manufacture of bone gelatin in this country has, up to recently, been entirely neglected. In Belgium, for instance, hydrochloric acid is available in enormous quantities as a by-product at about one-fourth of the price ruling in this country. For this reason it has so far not been found possible to produce osseine here economically, and the Indian bones have been sent to Belgium, France and Germany. Recently the production of osseine from bones has been undertaken in this country, and it is proposed to endeavour to develop production sufficient to meet the normal requirements of the gelatin manufacturers. With a view to assisting the establishment of this new industry the import duties on foreign gelatin and osseine were recently increased; the object in view being to make this country independent of foreign supplies of gelatin and osseine, but this position is not likely to be reached for some years ahead. Production of osseine from Indian bones is at present negligible and only in its experimental stage and will require to amount to many thousands of tons a year, while the consumption of hydrochloric acid for the treatment of the bones would reach an enormous figure.

Consumption

As previously stated, the total consumption of gelatin amounts to about 14,000 tons a year, with the demand largely for bone gelatin. Foodstuffs and confectionery are the chief consuming industries, with some 1,500 tons of the higher grades used in the manufacture of table jellies and similar articles. Fair quantities are used in the manufacture of paper, printers' rollers, in textiles generally, and there are substantial quantities used in making photographic films, capsules for medicinal products, etc. There is also a steady trade in the finest quality thin leaf gelatin, put up in one-pound packets and sold over the counter retail. Limited quantities are used in the straw hat industry, in silk finishing and the manufacture of fireclay products. The chief reason why consumers favour bone gelatin to that made from skin waste appears to be that the former is more regular and uniform in quality and the supply is more or less unlimited, whereas the output of skin gelatin is restricted and the quality has been found to vary.

Foreign Supplies

Up to the present nearly three-quarters of the requirements of the United Kingdom have been imported, which very largely consisted of bone gelatin. A proportion of the importations were described at the time of landing as "glue," and the official returns for gelatin are therefore misleading. Whereas the Board of Trade figures for gelatin were between six and seven thousand tons imported each year from 1929 to 1931, the actual landings were about 9,000 tons in 1929, about 8,600 tons in 1930 and over 11,000 tons in 1931. The chief sources from which these importations were drawn were Belgium, France, Germany, Switzerland, Holland, with small quantities from Italy, the United States of America, New Zealand and Australia.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 7

In some of the markets business has been a little better this week, but there are still a good number of products that are in poor demand. The easier tendency in some of the American products is not so marked this week, but there is not much business being done on account of the possibility of the dollar going right out. Nervousness as to the future of international currencies is disturbing markets that might otherwise be fairly stable, and business would no doubt be a good deal better but for the difficulties and hazards of exchanges. In the pharmaceutical chemicals markets the two outstanding movements in values are the advance in bismuth salts and the heavy fall in iodides. Following on a second advance in bismuth metal prices, totalling one shilling per lb., the makers of the salts have been forced to increase their prices, but the higher figures of the new scales are not to the full extent of the two advances in metal. The astonishing reduction in iodides has been brought about by a fall of slightly more than forty per cent. in the value of crude iodine. In crude drugs business has remained sluggish in most of the main products. Chamomiles are reported firm at high rates, the position being strengthened by the failure of the French crop. Spanish and Portuguese new crop ergot is very firm, also owing to crop shortage. Menthol has recovered from the worst of the week but is still at low rates and possibly a shade steadier. The better tone in the senna market is maintained. Tragacanth is quiet but fully steady. The essential oils markets have had a fairly satisfactory week and the general tendency of values, particularly forward, is to harden. Sicilian hand-pressed lemon is running short at source and the coming crops in the Palermo and Messina districts are estimated at well under normal. Java and Ceylon citronella remain dull. New crop French lavender is reported definitely dearer than last year. Palmarosa has advanced for shipment. Japanese peppermint reached low figures early on but has since partially recovered, but the outlook is uncertain. The American oil, which fell away badly for two weeks, is now recovering. Petitgrain is firmer for shipment. Spanish spike, new crop, is again dearer and firm. Fixed oils are generally quiet, but linseed oil has recovered sharply and American turpentine is steadier.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 7	Value of the £
Amsterdam ...	Fl. to £	12·107	7·84	12/11½
Berlin ...	Mks. to £	20·43	13·25½	12/11½
Brussels ...	Belgas to £	35	22·65	12/11½
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon ...	Esc. to £	110	110	20/-
Madrid ...	Ptas. to £	25·22½	37½	30/1
Milan ...	Lire to £	92·46	59½	12/11½
Montreal ...	Dol. to £	4·86½	4·78	19/7½
New York ...	Dol. to £	nominal	4·54½	18/8½
Oslo ...	Kr. to £	18·159	19·90	21/11
Paris ...	Fr. to £	124·21	80½	13/0½
Prague ...	Kr. to £	164·25	106½	12/11½
Stockholm ...	Kr. to £	18·159	19·38	21/4
Warsaw ...	Zloty to £	43·38	28½	13/0½
Zurich ...	Fr. to £	25·2215	16·35	13/3½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

A FAIRLY satisfactory volume of business is being done with most products maintaining their former values. Bismuth salts, on account of dearer metal prices, have been advanced. Iodides, with a fall in crude iodine, are substantially cheaper. Imported products are dearer forward on account of sterling exchange weakness.

ACETANILID.—Quoted unchanged on a dull market; B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—The demand for small quantities is fair, prices unchanged: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Forward is dearer on current exchange rates but spot offers would be under these prices in some quarters: crystals, five cwt., 19s. 3d.; two cwt., 19s. 9d.; less than two cwt., 20s. 9d. per lb., with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Dealers are quoting spot from about 3s. 4d. to 3s. 6d. per lb., as to quantity.

ASPIRIN.—Inquiry continues on a fair scale with makers' and dealers' prices steady: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—Spot offers are rather under replacement costs on current exchange rates: spot, one cwt., 13s.; 56 lb., 13s. 3d.; 14 lb., 13s. 6d.; small parcels, up to 14s. 2d. per lb.

BENZONAPHTHOL.—Dealers are quoting spot in the region of 3s. 3d. per lb.; market is dull.

BENZOIC ACID (B.P.).—A steady business is reported: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—The further advance in the price of metal has necessitated the makers of the salts increasing their scales of prices as follows:—

	8 lb. and under 28 lb.	28 lb. and under 1 cwt.	Not less than 1 cwt.
Carbonate ...	Per lb. s. d. 8 2	Per lb. s. d. 7 8	Per lb. s. d. 7 5
Citrate ...	10 9	10 3	10 0
Nitrate cryst. ...	5 11	5 5	5 2
Oxide ...	12 4	11 10	11 7
Salicylate ...	9 1	8 7	8 4
Subchloride ...	12 1	11 7	11 4
Subgallate ...	8 8	8 2	7 11
Subnitrate ...	7 4	6 10	6 7

A rebate of 3d. per lb. allowed on sales of not less than 2 cwt. (either for prompt delivery or on contract) provided delivery is completed or paid for within 3 months. Without engagement. Previous notification of price alteration was on January 7, 1933. Liquor bismuth (B.P.) in w-quarts, 1s. 1½d.; 6 w-quarts, 11d.; 12 w-quarts, 9½d.; 36 w-quarts, 9d. per lb.

BROMIDES.—Makers' and dealers' quoted prices are unchanged; inquiry is fair: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

CAFFEINE.—Keen prices are being quoted for a limited business: pure alkaloid, 4s. 9d. to 5s. 4½d. per lb.; citrate, 4s. to 4s. 6d. per lb., as to quantity.

CALCIUM LACTATE.—A limited inquiry with the market competitive: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers' prices for home trade are unchanged: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—British makers' quoted price is holding steady at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices are about level.

CREAM OF TARTAR.—The home trade price for 99 to 100 per cent. quoted by British makers is unchanged at 80s. per cwt., less 2½ per cent., nominal and without engagement. Dealers are quoting at about the same figure.

CREOSOTE CARBONATE.—Spot offers for small parcels are in the region of 8s. 6d. per lb.; market is dull.

ETHER (METHYLATED).—Makers' prices are as follows: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per

lb., in w-quarts; 12 w-quarts, halfpenny less, and packed in drums or carboys 1d. less.

GUAIACOL CARBONATE.—Dealers' spot prices are cheap compared with replacement costs. Spot, one cwt., 9s.; 56 lb., 9s. 1½d.; 28 lb., 9s. 3d.; smaller quantities, up to 9s. 6d. per lb.

HEXAMINE.—British material continues to lead the market: ten cwt., 1s. 9d.; five cwt., 1s. 9½d.; two cwt., 1s. 10d.; one cwt., 1s. 10½d.; 56 lb., 1s. 11d.; 28 lb., 1s. 11½d.; 14 lb., 2s.; 7 lb., 2s. 0½d. per lb. British rough powder is quoted from 1s. 5d. to 1s. 6½d. per lb., as to quantity. Foreign material to come forward is not competitive.

HYDROQUINONE.—A steady demand for limited-size spot parcels: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d.; per lb., carriage paid.

IODIDES.—Due to a fall in the value of crude iodine, the makers of these salts are enabled to make substantial reductions in their scales of prices, as follows: Potassium iodide, B.P., one cwt., 8s. 3d.; 28 lb., 8s. 6d.; 14 lb., 9s.; 7 lb., 9s. 9d.; 4 lb., 10s.; smaller quantities, 10s. 3d. per lb. Sodium iodide B.P., 28 lb., 8s. 6d.; 14 lb., 9s.; 7 lb., 10s.; 4 lb., 10s. 3d.; smaller quantities, 10s. 6d. per lb. Iodine, resublimed, B.P., one cwt., 9s.; 28 lb., 9s. 3d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d.; 4 lb., 10s. 9d.; smaller quantities, 11s. per lb. Iodoform, B.P., cryst., precip., or powder, 28 lb., 10s. 9d.; 14 lb., 11s. 3d.; 7 lb., 12s. 9d.; 4 lb., 13s. 3d.; smaller quantities, 13s. 7d. per lb., carriage paid, 28-lb. containers free on orders or contracts of not less than one cwt. Rebates: Contracts of five cwt., ten cwt. or more, for delivery as required during a period of four months, subject to the following rebates on completion. Five cwt., pot. iodide, 3d.; other salts, 2d. per lb.; ten cwt., pot. iodide, 5d.; other salts, 3d. per lb. Resale is not allowed at prices below the scale current at the time of resale. All contracts are subject to reduction clause.

LACTIC ACID (B.P.).—Market continues competitive, business quiet: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

METHYL SALICYLATE (B.P.).—Makers' and dealers' quoted prices maintained, market dull: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers are doing a small spot business at keen prices; rather dearer forward: two cwt., 21s.; one cwt., 21s. 9d.; 56 lb., 22s. 4d.; small parcels, up to 23s. 3d. per lb.

METOL.—Market is quoted unchanged, business fair: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities would be dearer.

MILK SUGAR.—Owing to the recent increase in import duty dealers' prices for Continental material are nominal. Sales representatives of the British producer state that supplies of home manufacture are ample to meet all requirements but that they have no fixed prices.

PARALDEHYDE.—A limited business is being done at keen prices: quantities, in demijohns, 1s. to 1s. 1d.; winchesters, 1s. 4d. to 1s. 6d. per lb.; higher prices for small quantities.

PHENACETIN.—A good deal of the cheaper material seems to have been taken off the market; business is not of much account: crystals, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; two cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—Fairly steady on spot and rather dearer forward; business is light: crystals, ten cwt., 10s. 6d.; five cwt., 10s. 8d.; two cwt., 11s.; and less, 11s. 6d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market is about steady as quoted at makers' prices, business slow: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

PHENYL ETHYL BARBITURIC.—Spot supplies continue to be offered at much under the old fixed scale of prices.

POTASSIUM PERMANGANATE (B.P.).—About normal business in small-sized parcels: quantities in two-cwt. drums, 8½d. to 8½d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Dealers are quoting spot supplies at about 5s. 10d. to 6s. per lb., as to quantity.

PYROGALLIC ACID.—A small business is being done at the following rates: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SALTS.—The Convention prices for these salts continue at last week's advance: sulphate, 1s. 11d.; bisulphate, 1s. 11d.; ethyl carbonate, 2s. 6d.; salicylate, 2s. 6½d.; phosphate, 2s. 11½d.; hydrochloride, 2s. 4½d.; bihydrochloride, 2s. 8d.; hydrobromide, 2s. 4½d.; bihydrobromide, 2s. 8d.;

valerianate, 2s. 11½d.; hypophosphite, 3s. 2½d.; alkaloid, 2s. 8½d. per oz., carriage paid on bulk quantities.

RESORCIN.—British material is quoted at the following prices: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb. Foreign, if available, 5s. 8d. to 6s. per lb.

SACCHARIN.—The controlled price is unchanged: 550, 1 lb. 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—The home trade prices of British makers are steady: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—Cheap offers are making the market unsteady as quoted; business unimportant: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 3d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—We are advised that there is as yet no developments as regards revising the dollar scale of sales prices.

SODIUM BENZOATE (B.P.).—Business continues on a fair scale and at keen prices: one-cwt. lots of B.P., 1932 quantity, 1s. 7d.; smaller parcels, up to 1s. 10d. per lb.

SODIUM DIETHYLBARBITURATE.—Market is quite steady with occasional business being done: spot, one cwt., 13s. 9d.; 56 lb., 14s.; 28 lb., 14s. 3d.; 14 lb., 14s. 6d.; 7 lb., 14s. 9d.; smaller parcels, up to 15s. per lb.

SODIUM SALICYLATE (B.P.).—Makers' and dealers' quoted prices unchanged; market is dull and inclined to be easy: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals one penny per lb. extra.

SULPHONAL.—Some offers on spot are at rather under forward rates; business is slow: crystals, two cwt., 17s.; one cwt., 17s. 6d.; 56 lb., 17s. 9d.; smaller parcels, up to 18s. 9d. per lb., with powder 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—British makers' quoted price for home trade is steady at 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering spot at about the same figure.

THEOBROMINE.—Business is quiet and competition is keen: pure alkaloid, 5s. to 5s. 6d. per lb.; sodium salicylate, 5s. to 5s. 6d. per lb., as to quantity.

THYMOL.—Unsteady as quoted with very little business moving: synthetic, fine white, one cwt., 5s. 1½d.; 56 lb., 5s. 3d.; 28 lb., 5s. 4½d.; 14 lb., 5s. 6d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—Isolated cheaper offers are noted, but generally the market is about steady with a fair inquiry being received: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

Crude Drugs, etc.

ACONITE ROOT.—Dealers are offering Napellus at 65s. and Japanese at 55s. per cwt., spot.

AGAR.—This market remains neglected; quoted unchanged and easy: spot, Kobe, No. 1, 2s.; No. 2, 1s. 10½d.; Yokohama, No. 1, 1s. 10½d. per lb.; shipment, Kobe, No. 1, 1s. 8½d.; No. 2, 1s. 7d.; Yokohama, No. 1, 1s. 7d. per lb., c.i.f.

ANTIMONY.—Market is quoted unchanged and is rather quiet. Chinese crude, shipment, £18 10s., c.i.f. Chinese oxide, spot, £28; shipment, £25 10s., c.i.f.

BALSAMS.—The market for *Tolu* is dull and at about 2s. 11d.; Canada is quoted at about 2s. 9d. per lb. Some arrivals of Capivi has eased the position a little with the price steady from 1s. 9d. per lb.

BELLADONNA.—Any good test root would be worth about 67s. 6d. Some inferior stuff is offered down to about 47s. per cwt. Leaves are steady but quiet at 65s. per cwt.

BISMUTH.—A further advance in the price of the metal is recorded with the quotation now 5s. 3d. per lb.

BUCHU.—This market has been slack and the quoted prices might be shaded in some quarters. Good green rounds, up to 1s.; yellowish to fair, 9d. to 11d.; ovals, 7d. to 7½d. per lb., as to quality.

CAMPHOR.—Market remains very dull; quoted unchanged: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb.

Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; $\frac{1}{2}$ oz., $\frac{3}{4}$ oz., and $\frac{1}{4}$ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CARDAMOMS.—There has been a little interest shown in new crop Ceylon greens, with the price for f.a.q. about 1s. 6d. per lb., c.i.f. Aleppy new crop greens, f.a.q., 1s. 8 $\frac{1}{2}$ d. per lb., c.i.f.

CASCARA SAGRADA.—This market is steadily maintained and business is fair. New crop peel, in minimum car-load lots, 34s., c.i.f., and about 40s. per cwt., spot. 1931 peel, about 65s., with practically no 1932 peel offering.

CELERY SEEDS.—New crop seeds are offering at about 1s. 8d. per lb., ex wharf, September delivery.

CHAMOMILES.—We are advised that the French crop has been gathered and totals about thirty per cent. under normal, resulting in French buyers taking an interest in the Belgian crop, for which forward prices are still very firm and at high figures. Dealers' spot values are from 210s. to 220s. per cwt., while most of the arrivals appear to have been sold and only limited supplies remain in merchants' hands here.

CLOVES.—The market has been rather quiet but spot is steady and forward fractionally dearer. Zanzibar, spot, 5 $\frac{1}{2}$ d.; shipment, August-October, 5 $\frac{1}{2}$ d.; October-December, 5 $\frac{1}{2}$ d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended August 26 were 38 and the deliveries 152, leaving a stock of 1,699. From January 1 to date, landings of Zanzibar have been 3,238 and the deliveries 3,009. Landings of Madagascar for the week ended August 26 were nil, and the deliveries nil, leaving a stock of 1,046. Landings of Madagascar this year to date have been nil and the deliveries 110s.

COCOA BUTTER.—Prime English is quoted according to quantity from 9 $\frac{1}{2}$ d. to 10d. per lb.

COCONUT (DESICCATED).—Business has been slow, with values about unchanged on the week. Spot, fine, 18s. 6d.; medium, 18s.; shipment, halves, August-September, 16s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—The shipment market for finest Lofoten steam refined non-freezing medicinal oil is quoted in the region of 102s. per barrel, with business quiet. Spot, in small lots, about 132s. 6d. per barrel, ex store, duty paid. This season's shipments from Norway to September 2 totalled 54,964 barrels, compared with 51,097 barrels at the same time last year. The market is steady. Newfoundland finest non-freezing medicinal oil is quoted at about 132s. 6d. per barrel, ex store. Oil produced in Iceland has been offered on this market, but it appears to have all been sold.

ERGOT.—The shortage in the Spanish and Portuguese crops appears to be severe and shipment offers, which are restricted, are holding firm at 1s. 8d. per lb., c.i.f. Spot offers of old crop are at about 1s. 7d. per lb. for Spanish, and some Russian is available at about 1s. per lb.

GELATIN.—Dealers' prices are now steady: spot, German, gold leaf, 2s. 4d.; silver leaf, 2s. 2d.; bronze leaf, 1s. 11d.; plain label, 1s. 10d. French, gold leaf, 1s. 10d.; silver leaf, 1s. 8d.; bronze leaf, 1s. 6 $\frac{1}{2}$ d. per lb., in cwt. cases.

GINGER.—Market is steady but quieter. West African, spot, 22s. 6d. per cwt. Jamaican is about steady on a quiet market from 75s. to 110s. per cwt., as to quality.

GUM ACACIA.—This market remains dull, but shipment is reported fairly steady: spot, Kordofan cleaned sorts, 35s.; bleached, 70s. per cwt.; shipment, Kordofan cleaned sorts, 31s.; natural, 30s. per cwt., c.i.f.

HALIBUT OIL.—Limited quantities only are available and the price is steady at 9s. 6d. per kilo., c.i.f., per 220/250 blue units.

HENBANE LEAVES.—Dealers are offering spot supplies at about 40s. per cwt.

HYDRASTIS.—The market shows a further decline and is now fairly steady. Spot, about 5s. 3d.; and shipment, about 4s. 6d. per lb., c.i.f.

IPECACUANHA.—Business is of small account. Matto Grosso, spot, 4s. 7 $\frac{1}{2}$ d. to 4s. 9d.; Minas, 4s. 2d. to 4s. 3d. per lb., as to quality.

LOBELIA HERB.—The spot figure is firm up to 1s. 6d. per lb., with the crop well below normal.

MENTHOL.—Following a few days of further weakness the market shows partial recovery and the tone is perhaps a little steadier, with some inquiry about. K/S brands, about 13s. per lb., and less for bulk quantities; shipment, September-October, 9s. 9d.; October-December, 9s. 6d. per lb., c.i.f. On Thursday morning there was some inquiry and the tone was steadier.

MERCURY.—There has been a moderate consumers' business passing and inquiry is quite good. Spot is steadier at about £9 5s. to £9 7s. 6d. per bottle, ex store. Shipment is now quoted in dollars on the basis of 41 dollars 50 cents per bottle, f.o.b. Continent.

ORANGE PEEL.—It is reported that thin cut remains very scarce and up to 1s. 8d. per lb. is being mentioned.

PEPPER.—Values for all grades are about level on the week with business rather slow. Lampong, spot, 4 $\frac{1}{2}$ d.; shipment, August-October, 3 $\frac{1}{2}$ d.; October-December, 3 $\frac{1}{2}$ d. per lb., c.i.f. Tellicherry, spot, 5 $\frac{1}{2}$ d.; shipment, September-November, 47s., c.i.f. Aleppy, spot, 5d.; shipment, September-November, 45s. per cwt., c.i.f. White Muntok, spot, 6 $\frac{1}{2}$ d.; shipment, August-October, 5 $\frac{1}{2}$ d.; October-December, 5 $\frac{1}{2}$ d. per lb., c.i.f.

PRIMENTO.—Market has been dull with values quoted unchanged. Spot, 3 $\frac{1}{2}$ d.; shipment, September-October, 28s. per cwt., c.i.f.

RED ROSE PETALS.—Some new crop French are now available at 1s. 7d. per lb., spot.

RUBBER.—Business has been moderate at times and values have moved within narrow limits, closing a point easier on the week. Standard ribbed smoked sheet, spot, 3 $\frac{3}{4}$ d.; September, 3 $\frac{3}{4}$ d.; October-December, 3 $\frac{3}{4}$ d.; January-March, 1934, 3 $\frac{3}{4}$ d.; April-June, 3 $\frac{1}{4}$ d.; July-September, 4 $\frac{3}{4}$ d. per lb.

SAFFRON.—Dealers' prices are dearer with sterling exchange weakness: spot, prime B.P., 58s.; extra B.P., 54s. 6d.; super B.P., 51s. 6d. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—A small business is reported with prices about unchanged: spot, native mixed colours, 1s. 1d. to 1s. 2d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity.

SEEDS.—ANISE.—Quiet: Spanish, 51s.; Bulgarian, 40s., duty paid. **CANARY.**—Market quiet. Mazagan offering at 14s. 6d. spot, and 12s. 6d., c.i.f. for prompt shipment. Tangier, 12s. spot. **LINSEED.**—Mazagan, 17s. 6d. quoted, and Morocco, 16s. **CORIANDER.**—Morocco 1929 crop sold at 15s. 6d.; wormy offered at 13s. 6d. to 14s.; 1932 crop sold at 13s. 9d., duty paid. New crop offering at 16s. 6d., duty paid. **CUMIN.**—No Malta on spot. Morocco sold at 54s., duty paid. **FENUGREEK.**—Morocco quoted at 13s. 6d. Market quiet. **CARAWAY.**—Dutch, 47s. 6d., duty paid. **MUSTARD.**—English, 27s. to 35s., according to quality.

SENEGA.—Business is unimportant, but the market is a little steadier. Spot, 1s. 10 $\frac{1}{2}$ d.; shipment, 1s. 8 $\frac{1}{2}$ d. per lb., c.i.f.

SENNA.—A fair quantity of new crop Tinnevely leaves has now arrived and the quality is very satisfactory. Finest selected bold green leaves in limited supply are offered at 1s. per lb.; ordinary bold, 8d.; No. 1, 6d.; No. 2, 4d.; No. 3, 3 $\frac{1}{2}$ d.; with common manufacturing No. 3 available at 2 $\frac{1}{2}$ d. and No. 4 at 2 $\frac{1}{4}$ d. per lb. Tinnevely pods are obtainable on spot at 5 $\frac{1}{2}$ d. to 6d. per lb., for finest hand-picked, with lower quality down to 4 $\frac{1}{2}$ d. per lb.; manufacturing grades from 2 $\frac{1}{2}$ d. to 4d. per lb. Alexandrian pods.—The finest quality of hand-picked continue very scarce and considerably higher prices are anticipated during the next few months, as it is unlikely that further shipments of this quality will be received in London before the new crop about January next. Medium quality is in fair supply at recent rates of 1s. 6d. per lb. upwards. Little change in spot manufacturing pods, but slightly firmer for shipment.

SHELLAC.—Market is quoted slightly easier and has remained dull: spot, standard TN orange, 63s.; fine orange, 70s. to 122s. 6d.; pure button, 72s. 6d. per cwt. For delivery, TN, October, 56s. 6d.; December, 57s.; March, 1934, 57s. 6d. paid. For arrival, TN, September-October, 51s. per cwt., c.i.f.

STRAMONIUM LEAVES.—The quotations for supplies to come forward are on a higher level on account of the dry weather conditions.

TRAGACANTH.—Some occasional business is being done and prices obtained are fully up to former figures. The shortage in the better grades is a feature of the market.

TUBA ROOT.—There is a steady demand for high testing root for which full prices are being obtained.

VALERIAN ROOT.—Dealers are offering spot supplies at about 55s. per cwt.

WAX (VARIOUS).—Business in these products has again been poor, but values are steady and well supported by shipment offers. **CARNAUBA**, fatty grey and chalky grey, 70s. in bond and 67s. c.i.f. **PRIMEIRA**, 144s. in bond and 128s. c.i.f. **MEDIANA**, 142s. in bond and 127s. per cwt., c.i.f. **BEE'S**, Benguela, 97s. 6d.; Abyssinian, 97s. 6d.; Calcutta, 117s. 6d. per cwt., ex store, duty paid.

Essential Oils, etc.

A GENERAL feature in these products is the strong tone in many shipment markets. Sicilian hand-pressed lemon is dearer forward and running short at origin. Brazilian bois de rose, lavender and spike continue steady to firm for shipment. Citronella is dull and at low figures. Palmarosa is dearer forward. Japanese peppermint has had a bad time, but is now steadier, and the American new crop natural oil is still offering at attractive figures, with a definite tendency to recover. Spearmint is unsteady and wormseed a point better.

ALMOND.—Market is steady, but rather dull. English, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller quantities, up to 2s. 7d. per lb.

ANISE (STAR).—Except for some occasional forward inquiry the market has been slack: spot, "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9d.; in drums, 1s. 7½d.; shipment, in leads, 1s. 9d.; in tins, 1s. 7½d.; in drums, 1s. 7d. per lb., c.i.f.

APRICOT KERNEL.—British makers continue to quote cwt. lots at 1s. 4d. and smaller parcels up to 1s. 6d. per lb.

BERGAMOT.—The shipment market is keeping well up to the recently improved rates, but business is not of much account. Reliable brands of last season's oil are now at 6s. 10d. to 7s. 2d. per lb., c.i.f. On spot business is unimportant and prices vary as to the oil from about 6s. 6d. to 7s. 3d. per lb.

BOIS DE ROSE.—Shipment offers of new crop Brazilian are holding in the region of 3s. 6d. per lb., c.i.f., for quantities. Spot, old oil, in drums, 4s.; in tins, 4s. 3d. per lb.

CAJUPUT.—Business has been slow in this product. B.P. 1932 quality, about 2s. 2d. to 2s. 3d.; green, 1s. 10½d. to 2s. per lb., as to quantity.

CANANGA.—The shipment figure of 6s. 3d. per lb., c.i.f., is well maintained. Spot goods are offering in the region of 7s. 6d. per lb., as to quantity.

CARAWAY.—This market has been dull and unchanged. Continental, spot, about 10s. 6d. per lb.; shipment, about 9s. per lb., c.i.f.

CASSIA.—The shipment market tends to be steadier, with drums at 3s. and leads at 3s. 2d. per lb., c.i.f. Spot, 3s. 7d. to 3s. 8d. per lb.

CEDARWOOD.—A moderate business is reported; market steady. Colonial, spot, in drums, 1s. 6d.; in tins, 1s. 8d. per lb. American, in drums, from 1s. 8d. per lb. for fair quantities.

CINNAMON LEAF.—Dealers are finding business quiet: spot, 2s. 9d. to 3s. per lb., as to quantity.

CITRONELLA.—As quoted forward the market is none too steady and business is still rather poor. Ceylon, spot, 1s. 11d. for small parcels; shipment, 1s. 7d. per lb., c.i.f. Java, spot, about 2s. 5d. for small parcels; shipment, 1s. 11d. per lb., c.i.f.; and less for bulk quantities.

CLOVE.—Business in this market has been negligible. Madagascar, spot, 3s. 7d. to 3s. 8d.; shipment, about 3s. per lb., c.i.f.

EUCALYPTUS.—Rather quieter this week, with the market unchanged. Australian, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., and less for large bulk quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—There is but small inquiry for spot or forward. Bourbon: shipment, 21s. 6d.; spot varies from 23s. to 24s. 9d. per lb. Algerian, shipment, 23s. 6d. per lb., c.i.f.

GINGERGRASS.—Rather steadier, but still quiet. Spot, from 15s. 9d. to 6s. per lb., as to quantity.

JUNIPER BERRY.—Market is about steady and a moderate inquiry is being received. Spot, from 3s. 2d. for bulk lots up to 3s. 6d. per lb. for small parcels.

LAVENDER.—There is a fair amount of interest in the French new crop. Confirmation has been received that the crop is an unusually poor one and that prices for 38 to 40 per cent. will be well up.

LEMON.—Reports from Messina state that practically all the genuine hand-pressed oil has been cleared and that the market is definitely dearer and firm. Estimates at Messina and at Palermo of the new crop for January-April next are 30 to 50 per cent. less than last year. Shipment for hand-pressed is now from 4s. 2d. to 4s. 4d. per lb., c.i.f.; with machine-made, 3s. 8d. per lb., c.i.f. There seems to be a fair amount of spot oil about at comparatively cheap prices of 3s. 10d. to 4s. 6d. per lb., as to quality. Californian is steady, and business is fair: spot, in large drums, 48 cents; in small drums, 49 cents per lb.

LEMONGRASS.—Profit-takers on spot may be willing to take in the region of 3s. 8d. to 3s. 9d. or a shade less for a quantity. Shipment is steady and unchanged at about 3s. 6d. per lb., c.i.f.

LIME.—It is reported that West Indian new crop oil is quoted in the region of 29s. 6d. per lb., c.i.f. Old oil, on spot, about 33s. 6d. per lb.

MANDARIN.—Shipment of new oil is quoted at 13s. 10d. per lb., c.i.f. Spot, from 14s. to 15s. per lb., as to quantity.

ORANGE.—The shipment market for Sicilian sweet is keeping steady in the region of 5s. 4d. to 5s. 7d. per lb., c.i.f., as to brand and quantity. Spot offers may be at comparatively cheaper prices. Business seems to be of small account.

French colonial new crop oil is being inquired for, but prices are reported to be not yet available: spot, in small lots, is about 3s. 6d. per lb. Californian is steady and meets with a little business. Spot, one case, 61 cents; and two or more cases, 56 cents per lb.

PALMAROSA.—The shipment market is firmer at about 7s. per lb., c.i.f. There are spot sellers at 7s. 6d. per lb., for fair quantities.

PATCHOULI.—Market is quoted unchanged, with business slow. Spot, about 7s. per lb., for small parcels.

PEPPERMINT.—There was a marked weakness in the Japanese product over the week-end, but conditions improved on Tuesday. Rather more interest is being shown, and the tone is a little better, but is still rather unsteady. Spot is a matter of negotiation and quoted nominally at 5s. per lb. Shipment, September-October, 3s. 8d.; October-December and January-March, 3s. 6d. to 3s. 7½d. per lb., c.i.f. More inquiry Thursday morning and the market was a point better. The American natural oil, new crop, for shipment, seems to be unsettled and at about the lower rates mentioned last week of about 2 dollars 60 cents per lb., c.i.f., in drums. Business is so far negligible, buyers apparently waiting to see if the market will go still lower.

PETITGRAIN.—The shipment market is dearer and offers are very restricted and would be fully 3s. 5d. per lb., c.i.f. Spot is now quoted at about 4s. per lb.

ROSEMARY.—Business is not much here, market about steady. Good-quality oil, from 1s. 6d. to 1s. 8d. per lb., as to quantity, spot.

SANDALWOOD.—The official price for genuine East Indian is steady at 20s. per lb. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb.

SASSAFRAS.—Some small business is reported, with prices varying as to quality from 3s. 6d. to 4s. 9d. per lb., and less for artificial.

SPEARMINT.—The shipment is still unsteady, but has recovered from the weakness noted last week. Spot is in the region of 8s. per lb., for small lots.

SPIKE.—The shipment market continues distinctly firm and quotations are again dearer in the region of 3s. 5d. to 3s. 6d. per lb., c.i.f. Spot oil is available at from 3s. 8d. per lb.

WORMSEED.—The tone is steadier at rather better prices. Spot, 10s. 9d. to 11s.; shipment, 9s. 6d. to 9s. 9d. per lb., c.i.f., as to quantity.

Fixed Oils, etc.

Most of the markets have been rather quiet this week with values barely maintained. Linseed oil and American turpentine, however, show some improvement. Resin is also quoted at better rates. **ACID OILS.**—Business has been poor, market quoted unchanged: coconut and/or palm kernel, 20s. 3d.; groundnut, 19s. 6d.; soya, 15s. 3d., spot. **CASTOR.**—The spot market is about steady, business limited: pharmaceutical, 46s.; first pressings, 35s.; second pressings, 32s. (barrels); cases £4 per ton extra, ex mills, Hull, in not less than one-ton lots; Bombay, 24s. 9d. (drums), c.i.f. **COCOA-NUT.**—Market is easier with Ceylon mill at very cheap prices: deodorised, 28s. 6d. (barrels), spot; Ceylon, 17s. 3d. (drums), c.i.f. **COTTON.**—Prices for all grades are quoted easier and the market is dull; deodorised, 27s. 3d.; common edible, 25s. 3d.; soapmaking, 23s. 9d.; crude, 22s. 3d. (barrels), spot. **GROUNDNUT.**—Market is quoted easier with business dull: deodorised, 30s. 6d. (barrels), spot; crude Oriental, 22s. 6d. (drums), c.i.f. **LINSEED (RAW, NAKED).**—Market has advanced sharply and closes firm: on spot, 22s. 3d.; September, 20s. 9d.; September-December, 21s.; January-April, 1934, 21s. 10½d. Boiled oil, spot, 25s. **OLIVE.**—A moderate business with prices unchanged: edible, in tins in cases, 70s. per case of ten gallons; B.P., 4s. 6d. per gallon, in 40-gallon barrels. **PALM.**—The market has been slack this week and prices quoted are slightly cheaper: Lagos, 15s. 9d., c.i.f.; softs, 15s., spot; mediums, 16s., c.i.f.; hard, 16s. 6d., c.i.f.; bleached, 18s. 9d., spot. **PALM KERNEL.**—The market is not so steady and business has been poor: deodorised, 27s. 3d.; crude, 19s. 6d., spot. **RAPE.**—Values are about unchanged, business slow: refined, 32s. 6d.; crude, 30s. 6d., spot. **RESIN.**—Values for all grades are quoted dearer and the market is steadier: B, 13s. 9d.; D, 14s.; F/G, 14s. 6d.; N, 16s.; W/G, 16s. 6d.; W/W, 17s. per cwt., ex wharf. **SOYA.**—Deodorised on spot is quoted rather easier, market dull: deodorised, 27s. 6d.; crude, 24s. 3d., spot. **TURPENTINE, AMERICAN.**—Values are rather better this week and the market is steadier: total London stocks, 19,607 barrels. On spot, 49s. 6d. **WOOD.**—Hankow in barrels on spot is steadier as quoted at 50s.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

How to Avoid Dispensing Losses

SIR,—Chemists who supply medicines for insured persons seem slow to realise exactly what is required in order to avoid loss when proprietary preparations are dispensed. While they may have grasped the fact that it is now necessary to dispense only the exact quantity of any proprietary preparation ordered by a medical practitioner, they fail to safeguard their own interests by making a definite claim for the remainder of the preparation left in the original package, in cases where they are unable to dispose readily of that remainder. It is not sufficient to state on the script that the quantity ordered was dispensed from an original package of a certain size, and chemists who are assuming that such a statement is equivalent to the claim required by Clause 14 of Part I of the Drug Tariff are simply throwing away money. There must be a definite claim by the chemist to be paid for the entire contents of the original package from which the proprietary preparation was dispensed, or no more than the quantity actually ordered by the doctor will be allowed for when the prescription is priced. It should be needless to state that the original package opened should, preferably, be the smallest size containing sufficient to furnish the quantity ordered in the prescription. As for the written claim which must be sent to the Pricing Office on or with the appropriate prescription, that need be no more than the words "I claim to be paid the cost of a . . . package of . . ." or other words to the same effect; but it must be signed by the chemist. This written and signed claim on the back of the script, or on a separate slip accompanying it, is absolutely necessary in order to avoid loss, and it is to be remembered that such period of grace as has been allowed in this connection is not likely to be further extended.—Yours faithfully,

JOHN HUMPHREY.

Harrow.

Excessive Prescribing

SIR,—After reading the letters of "Panelite" and "Frequently," I should like to draw attention to some of our troubles. Not only do we get (in place of our usual 8 oz.) 12 oz. and 16 oz. and occasionally 24 oz., but last week one patient had two 24-oz. mixtures, and we have just had another script as follows for one patient:—

Boric lint		1 lb.	Eusol lotion		4 oz.
Plain gauze		½ lb.	Cotton-wool		1 lb.

We conclude that considerable waste goes on. We suggest that if doctors must prescribe such large amounts they should at least give two 12 oz. or even three 8 oz.

Faithfully yours,

Too FREQUENTLY (4/9).

Travellers

SIR,—The article on "Travellers" (C. & D., September 2, p. 318) makes interesting reading on a subject of importance to all chemists. For my own part, I divide travellers into two classes—the regular representatives from established houses and those who call occasionally or even once only. Amongst the former are men whose visits I welcome. They are out for business, but they are always anxious, by their service and help, to maintain that mutual co-operation so necessary between wholesaler and retailer. For example, I have one traveller who always recommends a locum for my annual holiday. The traveller who fails to find me responsive is the occasional caller who adopts a superior air, talks loudly and continues to do so even when a customer needs my attention. He tries the "superiority complex" attitude, no doubt under the impression that his magnetic personality will attract my orders. Another type in this class is the man who questions my judgment when I do

not order lines which are obviously useless to me. I am suspicious also when a traveller informs me that Mr. So-and-so in the town has ordered six dozen of the line he is pushing. I agree that the traveller's lot is not always a happy one. Consequently, I try to show sympathy and courtesy to all—until these are forfeited by a man's own lack of tact and his failure to appreciate my side of the business.—Yours faithfully,

COUNTRYMAN (5/9).

Apprenticeship and Training

SIR,—"Avenir" (C. & D., August 26, p. 311) suggests that a certificate of qualification could be made conditional on spending a certain length of time in either a shop or dispensary. This is a system which has been adopted in some countries, an assistant having to pass his qualifying examination and then to spend a year in a pharmacy before the certificate is issued, but it must be remembered that in those countries the dispensing of prescriptions, analyses, bacteriological examinations, etc., comprise the future work of the graduate in his business life. The point I tried to make was that here, with the exception of insurance dispensing, the qualified man has no opportunity to put further scientific knowledge to a practical use, and the reasons why are ably set out by the two correspondents in the same issue in their letters on "Is Professionalism Going West?" As the majority of students who qualify expect to spend their lives in the retail, for them some form of apprenticeship in a shop is the only way to learn shop routine and methods. "Scrutator" rather contradicts the first part of his letter in his conclusion. He points out that now the wholesaler makes the chemist's shop a depot for the sale of liver extracts, gland tablets, etc., and that the wholesale representatives calling on doctors provide them with knowledge and samples of new remedies, but he afterwards goes on to say that the chemist should keep abreast of the changes in medical methods, so that he may be ready with suggestions and information if his local doctor consults him. In my experience of thickly populated areas, the doctors have no use for the services of the chemist, and it is many years since I saw a medical man asking for information regarding drugs at a chemist's counter.—Yours truly,

APPRENTICE TRAINED (4/9).

Old Pharmacy Drawers

SIR,—A few weeks ago there appeared in your columns an article on "Old Pharmacy Drawers," and as one whose lot has been to work as an apprentice in pharmacies fitted with drawers labelled on the same system, I can fully appreciate the difficulty of reconciling the names with the contents. In one of the pharmacies in which I served the fixtures dated back to somewhere in the eighteenth century, and some of the drugs which the drawers were originally intended to contain had long since passed out of use, and some of them almost out of knowledge. It would be interesting to know how long these drawers were reserved for their primary purpose. And if one were designing a new pharmacy to-day what labels would be ordered for the erstwhile drug drawers? In view of modern pharmacy I suppose that provision would have to be made for penny and threepenny screws of proprietary pills, twopenny bath cubes, twopenny dyes, razor blades, penny rolls of sweets and various chocolates, whilst some of the larger drawers could be used for free-gift packages, and one would come in handy for a card index of those panel customers who omit to pay the deposit on their bottles. A little difficulty might arise in finding the correct Latin names for these contents, but I doubt very much whether the new generation is much impressed by the professional aspect of the gold labels, or indeed takes any notice of them.—Yours truly,

ETTICHETTA (28/8).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

French Guinea Oil of Orange

We are indebted to a subscriber (4/9) who was the first to call our attention to a slip in line 23 of the first editorial article on p. 323 of our issue of September 2. This should read "they have found the aldehyde content," etc., and not as printed.

Rowan Berries

The note on the use of rowan berries in the *C. & D.* of August 26 (p. 290) interested me very much, as I have a fine specimen of this tree in my garden, and on showing it to a friend she asked why I did not make jam and wine from the fruit, as both were much prized by connoisseurs. My only use for the berries has been to make malic acid from them, a specimen of which I have in my cabinet.—*Abel Scholar.*

A Seasonable Window Display

Mr. F. H. Rowcroft, 449 Tonbridge Road, Maidstone, sends us a photograph (reproduced on p. 336) showing a window display which, in view of the frequent demonstrations given at women's institutes of pickling, chutney making, and so forth, may well prove to be profitable. The cards were printed on stout white enamelled ticket board by means of rubber type and bordered with the aid of a pen and Indian ink. They were supported by strips of zinc bent at right angles. Paper doyleys on glass dishes were used for the loose spices.

Legal Queries

F. W. S. (14/9).—If the article does not contain any scheduled poison its sale will not be subject to any restrictions, and since you propose to stamp the ointment it may be sold by any person holding a patent-medicine licence. The fact that you have served a regular indentured apprenticeship to a chemist would only come into consideration if you proposed placing the article on the market as a "known, admitted and approved" remedy.

F. J. P. (14/8) is about to open a new business, and asks what is the best type of lease to take so as to ensure security of tenure if the business succeeds and make it easy to give up the premises if it does not. Is it necessary to consult a solicitor? [From "F. J. P.'s" point of view the best form of lease will be one that is for a short period to start with and gives him the option to renew the tenancy, from time to time, if he wishes to do so. It is not essential that he should employ a solicitor to act for him; but it is highly desirable that he should do so.]

J. W. A. (6/7) is a director of a company formed primarily to sell a proprietary commodity manufactured by him. The company has declined to give him a list of the names and addresses of the company's customers. Is he entitled to this information? Also, he has been told by the managing director that the company is in negotiation with another company which proposes to take up some of "J. W. A.'s" other lines. Can "J. W. A." insist upon being told the name of this company? [In our view, subject to any special provisions in the articles of association, "J. W. A." is entitled to see the books of the company and make a list of the customers. We do not, however, think that he can demand that a list of this kind shall be prepared and sent to him; nor would he be entitled to make use of the list to the detriment of the company or anyone who might purchase the goodwill of the company's business. We doubt whether he can compel the managing director to disclose the name of the company with which the negotiations are in progress; but it is obvious that this information will have to be communicated to him before any agreement can be arrived at.]

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

W. A. B. (22/98).—**PRESCRIPTION PRICE.**—The charge for the prescription is 3s. 8d., according to the *C. & D.* costing system:—

Pot. iodid.	..	..	gr. xcvj.	..	7'0
Pot. bromid.	..	..	3iv.	..	3'0
Tr. jaborandi.	..	..	3vj.	..	6'0
Syr. glycerophos. co. ad.	..	..	3vj.	..	18'0
Container	..	..	..	..	2'0
Oncost	..	..	..	..	8'0
					44'0

Sydney, E. S. R. (28/8).—**BOOKS ON ORGANIC CHEMISTRY.**—F. Arnall and F. W. Hodges, "Theoretical Organic Chemistry" (Churchill, 10s. 6d.); J. F. Thorpe and M. A. Whiteley, "A Student's Manual of Organic Chemistry" (Longmans, 9s.); E. J. Holmyard, "An Introduction to Organic Chemistry" (Arnold, 4s. 6d.).—**BOOKS ON QUANTITATIVE ANALYSIS.**—D. B. Briggs, "Quantitative Analysis" (Sidgwick & Jackson, 3s. 6d.); A. C. Cumming and S. A. Hay, "Text-Book of Quantitative Analysis" (Gurney & Jackson, 15s.); W. F. F. Shearcroft, "Introduction to Quantitative Analysis" (Bell, 2s.).

A. A. (31/8) is reminded that he has forgotten to give an address in his letter, and therefore cannot be identified.

J. D. (22/98).—**SPIRIT GUM.**—A formula for spirit gum is as follows:—

Resin	..	..	..	1 oz.
Castor oil	..	..	..	½ oz.
Spirit	..	..	..	to 4 oz.

Dissolve and perfume.

W. F. G. (3/88).—**HENNA SHAMPOO POWDER.**—The following is a formula for a powder which can be put up in two-drachm packets:—

Powdered soap	..	..	9 oz.
Exsiccated sodium carbonate	..	..	3 oz.
Borax	..	..	3 oz.
Henna powder	..	..	1½ oz.
Perfume	..	..	as required

For use dissolve the contents of a packet in a cupful of hot water, sufficient to saturate the hair and enable the production of an abundant lather.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," September 15, 1883

Recent Legislation

The parliamentary session of 1883, although in many respects unsatisfactory, has left behind it a few Acts which cannot fail to influence the commercial world of Great Britain, and, it may be hoped, benefit it. Foremost among these stands, of course, the Bankruptcy Act. . . . The characteristic feature of the new Act, which will come into force generally on January 1 next, is that it gives general control of all Bankruptcy proceedings to the Board of Trade. . . . The modification of the patent laws made by the Patents, Designs and Trade Marks Act is another result of the industry of Mr. Chamberlain. The benefits of this Act to inventors are obvious. . . . Of the smaller commercial Acts which have received the Royal assent may be named the Cheap Trains Act, intended to encourage penny-per-mile and cheaper travelling; a new Companies Act . . . ; the Explosives Act . . . ; and, lastly, the Customs and Inland Revenue Act, which brought the income tax back to 5d. and gave busy men the chance of taking out a game licence for a fortnight for £1.

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THE OINTMENTS ARE OF THE HIGHEST GRADE, PERFECTLY SMOOTH
AND CONFORM TO THE RECOGNISED STANDARDS—IN TINS ENAMELLED IN
THREE COLOURS, WITH ROLLED EDGE



PRICES :—

Per gross.	Small ½ oz.	Medium 1 oz.	Large 2 oz. approx.
Basilicon - - -	8/6	12/6	18/6
Boracic - - -	9/-	12/9	19/-
Carbolic - - -	10/3	15/6	22/6
Cocoa Nut Oil -	8/6	12/6	18/6
Cold Cream - -	10/9	16/6	24/6
Chilblain - - -	10/9	—	—

Per gross.	Small ½ oz.	Medium 1 oz.	Large 2 oz. approx.
Healing - - -	9/-	12/9	—
Lanoline - - -	9/-	12/9	—
Sulphur - - -	9/-	12/9	19/-
White Precipitate -	11/6	17/6	—
Zinc - - -	9/-	12/9	19/-

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CRYSTALS and
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GUARANTEED IN STRICT ACCORDANCE WITH B.P.'32

ACID PYROPHOSPHATE OF SODA

Quality in all respects equal to Cream of Tartar, especially as regards stability of Baking Powder

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Liquorice Juice

The Chemist's Brand

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*Solazzi Juice is
guaranteed to consist entirely
of the condensed extract of
finest Calabrian Liquorice Root,
without any admixture whatever*

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For fuller particulars consult page 236
THE CHEMIST & DRUGGIST DIARY, 1933

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Brand Dressing

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PER BOTTLE
FROM OCT. 1ST

per dozen	6 dozen (1 case)
15/9	15/- per doz.
12 dozen (2 cases)	
14/6	per doz.

Effective
OCT. 1ST

Carriage paid on 6 dozen and over

ONE SIZE ONLY **1/9** per bottle

40%
PROFIT
ON OUTLAY

On an order for 6 dozen Sloans Brand Liniment, invoiced at 15/- per dozen, you get **28½%** on sales, or **40%** on cost.

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CLAIMS**

Claim for rebate on stocks of Sloan's Liniment on hand at close of business Sept. 30, 1933, must be made on rebate card (to be supplied to you later) direct to us (NOT to wholesaler) between Oct. 1st and Oct. 15, 1933.

On receipt of this card we will credit at 3d. (threepence) per bottle. No claim for rebate will be recognised if received before Oct. 1st or after Oct. 16th, 1933.

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Its
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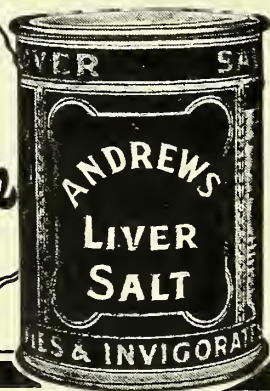
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ACTS LIKE MAGIC

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10½d. size, 8/6 per doz.
1/3 " 12/- "
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Less 5% dis. on £6 orders.
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Kristal Envelopes	-	2/6 per 1000
Greaseproof 2oz. Bags	-	1/- per 1000
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The CHEMIST AND DRUGGIST

SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

SEPT. 9,
1933

28, ESSEX STREET, LONDON, W.C.2

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We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, E.C.—General Retail Business established nearly 100 years; returns last year £1,285 under the management of a lady; single-fronted shop nicely fitted and stocked; good living accommodation; rent £67 per annum; held on lease; ill-health sole cause of sale; further details on application.

2.—VICTORIA (NEAR).—Working-class Cash Retail Business with large Panel; established about 100 years; returns exceed £2,700 per annum; accountants' figures; net profit over £600 per annum; rent of shop and living accommodation under £1 per week; new lease; price £1,500, or valuation terms entertained; ill-health sole cause of sale.

3.—CHELSEA (NEAR).—Light Retail and Dispensing Business with Kodak Agency; established 50 years; returns last year £1,230; net profit £320; good-size shop, well fitted and fully stocked; living accommodation; held on lease at reasonable rental; price £900 or near offer, or valuation terms entertained.

4.—NORTH LONDON SUBURB.—Family Retail Business with Kodak Agency and N.H.I.; established about 60 years ago; returns last year £1,425; net profit averages £400 per annum; corner shop, nicely fitted and fully stocked; living accommodation with bathroom and garage; rent £80 per annum; held on lease; price £850 or near offer; vendor retiring.

5.—CROYDON.—General Light Retail Business; established about 50 years; returns about £1,850 per annum; net profit £538; auditors' figures; double-fronted shop, nicely fitted and fully stocked; large house; rent £100 per annum, held on lease; price £1,450.

6.—MIDDLESEX SUBURB.—Light Retail Business with sub-Post Office and Confectionery and Tobacco; returns about £26 per week, plus remuneration from sub-Post Office which pays the rent of £78 per annum; six-roomed house with private entrance and garage; conservatory and long garden; double-fronted shop with three counters, mahogany fittings; price £1,100; genuine reason for disposal.

7.—REGENT STREET (NEAR).—West End Business of good-class type; increasing turnover, present rate being approximately £60 per week; profits much above the average; prominent position, main road; price £2,000.

8.—DERBYSHIRE.—Good Middle-Class Retail Business with excellent photographic connection; returns £40 per week, increasing; very good profits; large shop situate in very good position; mahogany fixtures and modern stock; new lease for 21 years would be granted at a reasonable rental; further details on application.

9.—HANTS (DEATH VACANCY).—Light Retail Business with Dispensing and Kodak Agency; returns last year exceeded £1,420; net profit averages £312 per annum; double-fronted shop fitted in oak, well fitted and stocked; good living accommodation; executors would prefer to dispose of property; offers invited.

10.—WESTCLIFF.—Drug and Photographic Store, established about 6 years; increasing turnover, last year being £1,879; double-fronted shop situate in good position, well fitted and fully stocked; held on lease at reasonable rental; price £400 plus stock and fixtures at valuation.

11.—CHICHESTER (NEAR).—General Retail Business; established about 2 years ago; returns for the first year approached £2,500; we understand the turnover is increasing; attractive double-fronted shop, well fitted in light oak and fully stocked; good living accommodation; premises held on lease at reasonable rental; valuation terms entertained.

12.—MIDDLESBROUGH.—Light Retail Business with Kodak and Rexall Agencies; established 25 years; returns exceed £1,400 per annum; good profits; the premises are situate in the main shopping road; living accommodation; rent £90 per annum; held on lease; price about £500; vendor having purchased another business is anxious to sell and will accept the first reasonable offer.

13.—KENT COAST.—Middle-Class Prescribing Business with N.H.I. and Kodak Agency; returns last year exceeded £1,300; very good profits; double-fronted corner shop, well fitted and stocked; living accommodation; rent £80 per annum; price £750 or near offer.

14.—BOURNEMOUTH SUBURB.—Light Retail Business with Kodak and Rexall Agencies; increasing turnover, last year being £2,339; very good profits are made; large double-fronted shop, nicely fitted in mahogany and fully stocked; living accommodation; new lease; valuation terms entertained.

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2.—EASTERN COUNTY.—Good-class Business, showing steady increase; returns approach £1,650, under manager; well-fitted Pharmacy; fully stocked; rent £100; 15 years' lease; price £1,150; books audited.

3.—MIDLANDS.—Newly-established Business in small town; turnover approx. £70 a month, under manager; population 5,000, with large district; one other chemist; lock-up shop; rent £52 clear; price £400, bare value of stock and fixtures.

4.—SOUTH COAST.—Sound Light Retail Business; not seasonal; main-road position; present returns about £20 weekly, under manager; plenty of scope; rent £90; long lease; modern-fronted shop; well stocked; ample storage room; price £850.

5.—KING'S CROSS (Near).—Old-established Chemist's Business, with good Panel; returns nearly £1,300; neglected through illness; good house and shop; very low rent; on lease; thickly-populated district; scope for increase; price £750; personally recommended.

6.—NORTH LONDON.—Good Working-class Cash Business; N.H.I. £180 a year; returns last year £1,220, under manager; scope for increase; double-fronted shop with house attached; long lease; price £500.

7.—YORKS (West Riding).—Old-established Business; returns average over £4,500 under management; scope for increase; gross profits 40 per cent.; books audited; good position; long lease; price £2,300 or £500 plus valuation of stock and fixtures.

8.—HOME COUNTY.—Good Middle-class Cash Retail; turnover exceeds £1,500, increasing; net profit £420; rent £60; modern Pharmacy, well stocked; books audited; price £1,200 or valuation terms.

9.—TYNESIDE.—Easily-worked Cash Retail, with Prescribing and own Specialities; no Panel; returns £21 weekly, net profit £7 weekly; modern well-equipped pharmacy, fully stocked; price: valuation plus small goodwill, in all about £700.

10.—SURREY (20 miles out).—Good-class Business; pleasantly situated; turnover about £950; net profit £232; audited figures; convenient house and pharmacy; scope for increase and fine opening for Optics; price £550 or close offer.

11.—LONDON, S.W.—Light Cash Retail and Dispensing, with N.H.I.; main-road position; returns about £1,250; net profit £320; rent £90, sublet £77; long lease; well stocked; price £900 or near offer.

12.—LONDON (Kent Suburb).—Very Good-class Business, in pleasant residential locality; returns over £1,200, increasing; good profits; nice house and large pharmacy; selling through serious ill-health of owner; price £850 or £150 and valuation.

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(C1) SOUTHERN COUNTY.—Unopposed country pharmacy, with side-lines, situated near to London amid charming surroundings; turnover for 12 months ended July, 1933, upwards of £2,650; net profit £515; rent £60, including 6-roomed house; lease 20 years unexpired; purchase price asked £1,250, to include stock, fixtures, lease and goodwill; further particulars to genuine prospective purchasers upon satisfactory evidence of personal interest.

(C2) BOURNEMOUTH.—Double-fronted pharmacy, with living accommodation, situated in rapidly-developing residential area; present returns approximately £1,150 per annum, with abundant scope for further increase, including the introduction of optics if desired; rent £100 per annum; no near opposition; good connection in prescribing and sale of own proprietary lines; purchase price £850, all-in.

(C3) SUSSEX (POPULAR SEASIDE RESORT).—Attractive pharmacy with small flat above, situated on main road of prominent residential district; present returns £20-£25 weekly, with scope for early increase which will be well apparent upon inspection; rent £90; lease, 17 years unexpired; purchase price asked £850, including stock and fixtures approximately £650; this business is not seasonal, and is well recommended as constituting a sound, genuine proposition, with plenty of scope for development.

(C4) SUSSEX.—Established retail business, with good living accommodation, situated in small congenial seaside resort; present returns approximately £1,400 per annum; premises situated near to sea front, are quite attractive throughout, despite an exceptionally low rental; purchase price asked comprises £300 for goodwill and lease, which represents a valuable asset, plus the value of stock and fixtures.

(C5) MERSEYSIDE.—Established retail business, with living accommodation, for disposal at an extremely low figure owing to special circumstances; turnover approximately £1,350 per annum, with net profit, £375; good scope for further development; main road situation; rent £75; purchase price, £500, which represents little more than the value of stock and fixtures; interested prospective purchasers are advised to investigate without delay.

(C6) CENTRAL WALES.—Very old-established pharmacy, situated in leading position; excellent scope for further increase and development over the present returns, which average £25-£30 weekly; rent, £40 per annum; living accommodation available if required; price for quick sale (all-in) £650 (near offer considered); exceptional opportunity for chemist with some experience of agricultural trade; further particulars, in strict confidence, to bona fide prospective purchasers only. A knowledge of the Welsh language is not essential in order to adequately carry on the business.

(C7) LANCS.—Old-established retail business with optical connection, situated in busy industrial town; present returns approximately £1,050 per annum, with net profit £300; good N.H.I.; full wine licence; property also available for purchase; this business is well recommended to a chemist-optician, as there is scope for very considerable increase, particularly in the optical department; further particulars, in confidence, upon application.

(C8) WESTERN COUNTY.—Pharmacy showing steady and consistent progress, situated in popular seaside resort; present returns approximately £30 weekly (average for present year about £20, but steadily increasing); living accommodation if required, but three months' notice would be necessary; rent, including rates, £90 per annum, or pharmacy only, £55 per annum; purchase price approximately £550, which represents the value of stock and fixtures only; good reasons for disposing.

(C9) SOUTH WALES.—Established pharmacy situated in busy main shopping thoroughfare; returns approximately £2,800 per annum; rent £175, including living accommodation at present sub-let; purchase price £1,600 all-in (stock and fixtures estimated at £1,250); small optical connection.

(C10) SUFFOLK.—Established seaside business, unopposed, with living accommodation, can be acquired for a very reasonable figure, owing to private circumstances; returns upwards of £1,150 per annum; purchase price £750 (offers considered); property also available.

(C11) LONDON, S.E.—Attractive modern pharmacy with sub-post office, situated on busy main road of rapidly growing residential district; the business has in the past shown very high returns, but was neglected for a period, in consequence of which the present turnover is at the rate of approximately £17 weekly; this cannot be taken as any criterion, however, as there should be abundant scope for re-establishment within a comparatively short space of time; post office salary upwards of £70 per month; reasonable overheads; purchase price £500, subject to stock at valuation, £325.

(C12) WARWICKSHIRE.—Established retail business, with living accommodation, situated in pleasant country town; present returns approximately £1,300 per annum, with excellent scope for increase; rent £52; price £900 (open to offer).

(C13) LONDON, S.E.—Very congenial and good-class business, with living accommodation, for immediate disposal owing to genuine health circumstances; present returns approximately £24 weekly; very reasonable purchase price, as an early sale is essential; good scope for optics if desired; further details upon application.

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BIRMINGHAM (Main Road).—Death vacancy; Good-class Business in residential suburb; large shop, beautifully fitted; heavily stocked (can be reduced if required); turnover £2,000 per annum at good profits; audited accounts; exceptionally good living accommodation, hall and side entrance; 2 stock rooms, 10 living rooms, garden. 497/11, Office of this Paper.

BRIGHTON.—Drug Stores; lock-up; business centre; market Saturdays; well-fitted; established; suit single man with little capital; good opening N.H.I.; good profit; lack of capital cause of selling; genuine bargain; sacrifice £85 all at. 497/3, Office of this Paper.

CHESHIRE.—Drug Store, Kodak, Selo, Ensign authorised dealers; sales average £10 weekly; no dispensing done at present; fresh stock, fittings, &c.; £180 lot; house, 2 entertaining, 3 bed, bath, scullery, washhouse, garden, &c.; £550; mortgage can be arranged; no opposition; splendid opportunity. 494/26, Office of this Paper.

DEVONSHIRE.—Good-class General Retail and Dispensing Business in market town; returns, 1932, £3,100, this year £3,350; chartered accountant's figures; average net profit £662; rent £200 at long lease; rates £36 per annum; no living accommodation; established 60 years; price £2,800; all inquiries must be accompanied with bankers' reference; no agents. 496/31, Office of this Paper.

LEEDS.—Chemist's Business in thickly-populated industrial area; in same family 80 years; present owner retiring; scope for Optics and increase; a sure investment for buyer with about £350; net profit over £300; genuine buyers only. 497/26, Office of this Paper.

LONDON.—High-class, increasing residential Southern Suburb, Chemist business, comprising two shops, in two excellent positions; good leases; low rents; can be purchased (including lease, goodwill, fixtures and stock) for a nominal figure owing to abnormal circumstances; unique opportunity for energetic man. Apply 496/24, Office of this Paper.

LONDON, NORTH.—Rare opportunity for Qualified man to acquire old-established business in heart densely-populated working-class area; no near opposition (widow retiring); now under management; Photography; wide scope N.H.I.; returns averaged £25 (less since proprietor's death); well-fitted, well-stocked shop; commodious house; garage; remunerative sublets; leasehold, rental £104; price £580, includes lease, stock, fittings; selling freehold entertained; no agents. Compston, 18 Heathville Road, N.19. Archway 3182.

LONDON, S.W.—Modern Pharmacy for disposal; lease 21 years; rent £100; good stock and fittings; takings £25 to £27 per week; good reason for selling; price £650. 495/35, Office of this Paper.

LONDON, WEST, near Kew.—Middle-class Business; good Photo and Toilet trade, small Dispensing; suit Qualified or Unqualified; lock-up shop; 3½ years' lease; rent £55; rates £28; takings averaged last year £22, this year £18; owner has other shops, and for quick sale offers fixtures and fittings for £50; stock to suit purchaser at valuation. 495/40, Office of this Paper.

MERSEYSIDE.—Drug Stores, established 25 years; well stocked; fittings in good condition; rent and rates £60 per annum; splendid opportunity for qualified man, as this is an ideal position for N.H.I. Dispensing; present owner retiring on account of illness; price £450. Further particulars 494/29, Office of this Paper.

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MIDLANDS.—Drug Stores, Shop and one room; must sell owing to breakdown of health; well established; working-class; very low rent; at present average takings £10; has done much more, and can again with proper attention; stock £350, which is all saleable; price, including all, £450 or near offer for quick sale. 494/11, Office of this Paper.

NEAR BIRMINGHAM.—Business for beginner; nicely fitted, well stocked Pharmacy; house attached, 5 rooms; separate Dispensary; excellent prospects for energetic man with small capital; unlimited scope Optics; main road; £450. 497/110, Office of this Paper.

N.W. LONDON.—Progressive Dispensing, Photographic and Family Business; plenty of scope for energetic young man; low rent; long lease; no opposition; lock-up shop; takings under management £720 per annum; stock and fixtures worth £200; owner leaving district; will sell for £250 cash, or satisfactory terms; good living for live man. Apply 495/14, Office of this Paper.

SUSSEX.—Recently established Cash Business; double-fronted lock-up shop; main road; low rent; on lease; owner retiring; Ucal, Kodak Agencies; urgent need for N.H.I., Optics, &c.; district developing rapidly; good opportunity for young enterprising Pharmacist; returns between £500 and £600, with great scope for increase; stock, fixtures, lease, &c., all in at £450, or near offer. 495/4, Office of this Paper.

YORKS, West Riding.—Well-established Cash Retail, unopposed; £26 weekly, including N.H.I., increasing; Kodak and Selo Agencies; good house attached; rent moderate; valuation stock and fixtures, plus agreed price goodwill; splendid opportunity; principals only. 496/26, Office of this Paper.

EXCELLENT compact shop, with nice living accommodation, busy neighbourhood; under management; owner cannot supervise; good scope for improvement. P.C.B. 89/23, Office of this Paper.

EXCEPTIONAL Opportunity for Chemist-Optician.—Business in good-class suburb, Manchester; sound, well-established; main road; living accommodation available or can be sublet conveniently; price £200 plus stock and fixtures at valuation; full particulars at interview. 496/13, Office of this Paper.

FOR quick sale owing to urgent family reasons, Drug Store, neglected; excellent opening for N.H.I.; large corner shop; 1 room and cellar; nearest offer to value of stock and fixtures, approximately £190. 116A New Kent Road, S.E.1.

GENUINE Business with freehold, all at £3,000 net; owner retiring on account of age; particulars supplied or interview granted to principals only with sound financial or trade references; popular Southern seaside, with steady winter trade; Dispensing; profitable own preps.; registered trade-mark; Kodak; opportunity for Optics; corner position, main road; living accommodation; modern premises. 496/5, Office of this Paper.

OLD-ESTABLISHED East-End Business; shop, stock-room, cellar and four rooms; net profit £300; price £1,000, including property. 497/2, Office of this Paper.

£100—Essex, Seaside Town; opportunity for Chemist, preferably single, to purchase stock and connection of established Pharmacy, now Drug and Photographic Store, situated in growing residential district; no near opposition; double-fronted lock-up shop; splendid fittings; splendid scope for one able to resuscitate N.H.I. and Dispensing; district badly needs qualified; net profit per week for six months ending June 30, £4 10s. Write 494/9, Office of this Paper.

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LIVERPOOL OR SOUTHPORT.—Private Chemist wishes purchase Sound and Genuine Business; or would appreciate position with view to succession; please state full particulars and terms first instance. Barker, 12 Frenchwood Ave., Preston.

ADVERTISER having sold own business requires another, 50 miles radius of London, turnover £1,500 to £2,000; living accommodation essential; neglected business with scope not objected to. Replies in confidence to 496/2, Office of this Paper.

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BUSINESS making fair living; turnover £1,500 or over; in good business neighbourhood; moderate rent; living accommodation essential; must be scope for increase; no near opposition preferred. P.C.B. 89/24, Office of this Paper.

REQUIRED immediately, about 10 Sound Businesses in or near to London, showing returns upwards of £30 weekly, with proportionate overhead charges. Pharmacists, who for any reason may be contemplating removal, are invited to write in the first place, under guaranteed assurance of confidence, to Ernest J. George, 329 High Holborn, W.C.1. Quick sales of suitable propositions can be negotiated without delay. Every advice and assistance given to vendors without obligation, and absolute privacy will be observed throughout.

WANTED at Once by Gentleman seeking semi-retirement, business situate 20 to 30 miles from London in nice district; good living accommodation; net profit about £300 per annum or a little more; property would be purchased if desired; good price will be given. Apply Orridge & Co., 56 Ludgate Hill, E.C.4.

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SOLE AGENT REQUIRED for the introduction in Great Britain of an international well-known Insulin Preparation. State references and all particulars to 227/177, Office of this Paper.

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SPANISH Agent with good standing seriously wishes to represent or introduce new Chemical Products in Spain on commission basis or otherwise. Apply to Señor Camiroaga, Calle Alta 1, Santander, Spain.

FOR the most sold article on the Continent, which is produced now also in England and for which manufacturers supply powerful selling aids, agents are required in all districts of the country, who are able to cover their territories on own account; this is a good opening for firms of good standing and best connection to the Chemists. Send full particulars and covered district, to P.C.B. 89/270, Office of this Paper.

LONG-STANDING Bombay firm, with branches at Calcutta, Madras and Karachi, having connections with the trade and profession, dealing in Pharmaceuticals, Drugs, Patent and Proprietary Medicines, is open to represent foreign firms desirous of developing their trade in India; references exchanged. Apply 493/31, Office of this Paper.

BUSINESS OPPORTUNITIES.

AN opportunity occurs for Pharmaceutical Chemist specialising in Surgical Appliances to commence business in conjunction with well-established and lucrative Ladies' Hairdressing Salon, situate in main West End thoroughfare and undergoing extensive alterations to cope with increasing trade; investor to take active salaried interest in the business and supervise shop portion of new premises; references exchanged and full particulars given to prospective and bona-fide investor. P.C.B. 89/25, Office of this Paper.

APPRENTICES.

APRENTICESHIP wanted, in or near Liverpool preferred. Margaret C. Martyn, 117 Egerton Road South, Chorlton-cum-Hardy, Manchester.

CHEMIST wishes to apprentice his son in good-class Dispensing business; aged 17; matriculated; good appearance; public school education. 227/192, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM.—Qualified Chemist (M.P.S.) required for Dispensing; permanency; mornings and evenings; applications unanswered 7 days respectfully declined. 497/111, Office of this Paper.

COVENTRY.—Gentlemanly Assistant of good appearance and address for best-class business; state age, height, experience and salary required; enclose names for references and recent photo. Chas. H. Welton, 10 Stoney Road, Coventry.

KENSINGTON, W.2.—Unqualified Assistant; good West-End Dispensing experience essential. State age and usual full particulars of experience in retail business to 494/22, Office of this Paper.

LONDON.—Manager, Qualified, Male, required at once for High-class Dispensing Business; age about 30; good prospects for smart man; full particulars in first letter—age, height, experience and salary expected. 227/178, Office of this Paper.

LONDON.—Manager required, accustomed to high-class business, to manage a West-End Pharmacy; salary and share of profits amounting to at least £300 per annum; applicants must kindly give fullest particulars in first letter. "A.", 227/182, Office of this Paper.

LONDON.—Qualified Chemist and Optician required, to take charge of High-class Pharmacy and Optical Department; the position is permanent and progressive, full particulars of which will be given to suitable applicant. Apply, giving fullest particulars possible of past experience, &c., to Linsley's, Ltd., 308 Earl's Court Road, S.W.5.

LONDON, CITY.—Trustworthy, gentlemanly Assistant; about 25; good Salesman; qualification unessential; please give full particulars of experience, &c., and state salary required (moderate) in first letter; replies unanswered 7 days declined. 495/30, Office of this Paper.

LONDON, N.—Qualified, capable of taking charge, required shortly; good references essential; living accommodation over business if required. Also a young Unqualified Junior for a good-class business. T. J. Morris, M.P.S., F.S.M.C., F.I.O., 20 St. James Parade, Muswell Hill, N.10.

LONDON, S.E.—Assistant required for progressive business; reliable Dispenser, good Window-dresser, with modern ideas, tactful Salesman; salary £2 2s. per week. Send full particulars of references, age, height, &c., to 495/10, Office of this Paper.

LONDON, S.W.—Assistant, with knowledge of Proprietary Medicines and Toilet Goods for Drug Stock Room; age about 22. Write, stating particulars of past experience, to Box 707, Sells Advertising Offices, Fleet Street, E.C.4.

LONDON, S.W.9.—Vacancy will shortly occur for a Male Improver or Junior just completed apprenticeship; must be willing to co-operate in all the duties of a pharmacy; some time allowance for studies might be considered; salary and date available. 497/22, Office of this Paper.

MIDLANDS.—Good-class Business; Qualified Assistant; well up in all branches; no D. & P. or heavy business; wanted as soon as possible; all particulars in first letter; applications not answered within four days respectfully declined and references, &c., returned. 494/30, Office of this Paper.

SURREY.—Junior, Unqualified; immediate; high-class experience essential; interview required. Full particulars of age, height, experience and salary required to 497/29, Office of this Paper.

WALES.—Junior (18-21), willing to assist in general routine work; moderate salary to commence; state age, height, experience and salary expected; photo to be returned; applications not answered in 7 days respectfully declined. 496/7, Office of this Paper.

A MANAGER. Qualified; age about 30; tactful and obliging strictly necessary; send photo; state age, height and wage required, with copies of references, to Hinchliffe, Chemist, Westwood, Oldham.

A YOUNG Qualified Lady required; South Coast; must be of good address; energetic and pharmacy-trained; state age, salary, previous experience; references essential; applications not answered in 14 days respectfully declined. 495/18, Office of this Paper.

A YOUNG Qualified Man of good appearance and address required at once; previous high-class experience essential, and must be prepared to do occasional night duty. Apply any evening after 9 p.m., Bird & Storey, Ltd., No. 1 Marble Arch, W.

A N Experienced Young Lady required to take charge of the Toilet Department and Window-dressing at a Leamington Pharmacy; the berth presents a good opportunity to a suitable applicant. Please send full particulars to Hutton & Barrett, Ltd., 45 Caldmore Road, Walsall.

A SSISTANT. Experienced Counterman and Window-dresser, with N.H.I. Dispensing experience; Unqualified; applications not answered in five days declined. Write, giving usual particulars, to Walker's Pharmacy, 77 Church Street, Preston.

A SSISTANT. Qualified, Lady or Gentleman, required for new business on South Coast; must be of good address and had Counter experience; permanency; send full particulars previous experience, references and salary required; applications not answered in 7 days respectfully declined. 495/180, Office of this Paper.

A SSISTANT. Unqualified gentleman, young, just out of apprenticeship would suit; smart appearance, good address and pleasing manner essential; good-class business (head shop); easy access City and Epping Forest; state salary and experience in full; applications unanswered within week respectfully declined; send no stamp or enclosures Leonard Matthews, 722 High Road, Leytonstone, Essex.

A SSISTANT. young, for good-class Dispensing business; must be thoroughly experienced all branches, including Salesmanship, Window and Shop Displays; practical knowledge of D. & P. an advantage; state salary (moderate) and full particulars first letter; advertiser will consider applications from Qualified and Unqualified; good accommodation available for married person; near London. 495/36, Office of this Paper.

CHEMIST'S TOILET COUNTER.—Consequent upon the opening of new Toilet Departments, Messrs. Timothy Whites require well-educated young ladies with good selling ability for the above; applicants must have had previous experience in handling Toilet preparations and Toilet articles generally; good salaries and commission. Apply stating previous experience, age and salary required to Secretary, Timothy Whites, Chemists, Portsmouth.

E XPERIENCED Manager for small West London business; Qualified man; state age, experience and salary required. 497/14, Office of this Paper.

G ENTLEMANLY Junior Assistant with good Dispensing and Counter experience; good Window-dresser. Full particulars, stating salary required, to 227/189, Office of this Paper.

H ARRODS, LTD., require a Qualified Dispenser (male); first-class experience essential. Apply mornings, before 11 o'clock, Factory Manager, 44 Hans Crescent, S.W.1.

J UNIOR Assistant required for High-class Pharmacy; must be well trained and gentlemanly; call or write; all particulars, please, and salary required. A vacancy for an Apprentice will occur shortly also. Snow, Chemist, 4 Godstone Road, Caterham, Surrey.

J UNIOR or Improver for busy main-street Pharmacy in Yorkshire (West Riding) town; must be good, careful and quick Dispenser; fully trained, smart and gentlemanly, and of good address. Apply in first instance to BM/FAMH, Monomark House, London. Applicants unanswered in five days respectfully declined.

J UNIOR required for High-class Pharmacy in N.W. London; must have good knowledge of Dispensing, an excellent Counter manner, and be a good Salesman; age 23-25 years; a Scot preferred. 227/184, Office of this Paper.

J UNIOR Toilet Assistant; experienced; state age, salary required to 227/188, Office of this Paper.

L ADY Assistant, young; fully qualified; good Saleswoman; commencing salary £3 5s.; light hours; no Sunday or half-day duties; for outer London Suburb; applications not answered in 7 days respectfully declined. P.C.B. 89/37, Office of this Paper.

L OCUM.—Qualified Chemist and Optician required to take charge of High-class Pharmacy for a few weeks. Apply Linsley's, Ltd., 308 Earl's Court Road, S.W.5.

M ANAGER required for good-class Dispensing and family business; must be young, energetic and have first-class references; nice house attached. Please send full particulars of age, height, experience and salary required in first letter to 227/191, Office of this Paper.

P ATHOLOGICAL Assistant and Dispenser wanted (joint post) for Hospital with 112 beds; pharmaceutical qualification; salary £175 per annum; non-resident. Applications to be sent in by September 18 to the Secretary, West Suffolk General Hospital, Bury St. Edmunds.

P HARMACY.—Qualified Locum (male) required for first fortnight in October; particulars, stating salary required, to be sent to the Secretary-Superintendent, Royal Infirmary, Bradford.

P HARMACY.—The Royal Arsenal Co-operative Society has vacancies as under:

QUALIFIED CHEMIST required to take charge of retail branch; must be a thoroughly capable and experienced man.

UNQUALIFIED ASSISTANT (MALE)

Good all-round experience, dispensing, &c., necessary.

FEMALE ASSISTANT, unqualified or Hall Certificate; must have general pharmaceutical and shop experience.

JUNIOR FEMALE, age 16-18; must have experience in Pharmacy Packing.

Apply in writing, stating age, experience, to Staff Manager, Royal Arsenal Co-operative Society, Ltd., 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy."

Note.—Canvassing of members of the General Committee or officials will disqualify.

Q UALIFIED Chemist-Manager, married, wanted; with experience in South Wales mining districts. Give full details to 496/39, Office of this Paper.

Q UALIFIED Lady Assistant required immediately; permanency; London, S.E. district; salary £3 per week. 496/6, Office of this Paper.

Q UALIFIED Lady (25 to 30); good Counter experience and manner essential; smart appearance; London, S.W. Give full particulars of age, experience, salary desired, with copy of references and photo if available. Reply to 497/90, Office of this Paper.

Q UALIFIED Locum; to commence Monday next, the 11th inst. Please phone Guests, Chemists, Tooting Broadway, to arrange appointment for interview. Phone: Streatham 1411.

Q UALIFIED Man wanted immediately for three weeks. Apply, stating age, references, &c., to Braid's Pharmacy, Exmouth.

Q UALIFIED Man (30 to 40) for busy middle-class business; London, S.W.; first-class Counterman essential, with good personality; give full particulars of age, experience, salary desired, with copy of references and photo if available. Reply to 497/9, Office of this Paper.

Q UALIFIED Manager for brisk middle-class trade; must be energetic, good Counterhand and Window-dresser; age between 25 and 35; apply by letter, stating full particulars of experience, salary required and when at liberty. Marshall, 78 High Street, London, E.8.

Q UALIFIED required for country business near London; please state in first letter age, experience and wages required. 495/2, Office of this Paper.

R ELIABLE Qualified Assistant, with Optical qualification, required for good-class City business; moderate salary, as easy post; close Saturdays 1.30 p.m., no Sunday duty; part-time man might fulfil requirements. Chemist, St. Lawrence, Pinner Hill, Middlesex.

S TOREKEEPER; South Coast; accustomed handle Chemists' and Photographic stock; trustworthy; must be recommended by last employer; full particulars, age, references, photograph. 495/15, Office of this Paper.

U NQUALIFIED Assistant (25-30 years), single; must be a good Dispenser and Counterman; photo required if available. Apply, giving usual particulars, age, salary required and experience, to Terrington, 23 High Street, Herne Bay.

W ANTED. Assistant, Unqualified, Male; good all-round experience; Window-dressing, &c., good-class Dispensing and N.H.I.; give full particulars and salary required. Bailey & Alexander, 9 Strait Bargate, Boston, Lincs.

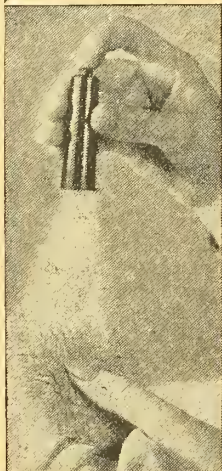
W ANTED. Qualified Chemist, Assistant; state salary required. Apply E. Butterwick, Pharmacies, 627 Holderness Road, Hull.

W ANTED. Young Qualified Chemist immediately; state lowest salary required. Harris, Ltd., 133 Clifton Street, Cardiff.

WHOLESALE.

SALESMEN WANTED

to Sell
This Irresistible Novelty



THE ALLUHR POWDRON
(Automatic Powder Spray)

Pr. Pat. 21603-"33

is 50 years ahead of any other powder container. Amazingly fast seller. Another hit like the "Flap-Jack" but patented and also heavily nationally advertised! Purchaser gets 3/11d. value for 2/11d. for introductory offer. 2/11d. Powdron sold in beautiful casket with 6d. Alluhr Face Powder and 6d. Alluhr Vanishing Cream FREE.

GENEROUS BONUS TO THE TRADE

(See coloured double page this week's C. & D.)

Only territories vacant: South-East Coast; Yorkshire East Riding; Midlands; Notts. and Derby; North-East Coast; Manchester and District; London (3) and home counties.

Real Salesmen are able to earn a minimum of £10 per week on high commission basis. Graduated scale of expenses rising according to sales—sales contests with cash prizes. Only men having connections with chemists and hairdressers need apply for the territories outlined to complete efficient organisation. Other lines no objection.

Write for particulars to

**H. RYDER, Sales Manager,
ALLUHR BEAUTY PRODUCTS LTD.,
1-2 Hardwick Street :: LONDON, E.C.1.**

SIMPIN'S, SHEFFIELD, appreciate, with thanks, details given by applicants. Owing to embarrassing numbers of suitable applicants personal replies where requested are impossible. To those who are not chosen for interview please take this intimation that available posts are filled. Others appearing suitable will be filed for possible extensions or vacancies.

LONDON Manufacturers of Toiletries and Perfumery require services of keen Representative to call on London Chemists only with a few very attractive lines; commission basis only, but no objection to carrying other non-competitive lines; state age and supply details of importance in first letter. 227/187, Office of this Paper.

A FIRST-CLASS Salesman required by important Fine Chemical Manufacturer. Apply P.C.B. 89/31, Office of this Paper.

A GOOD Opportunity for Permanency.—Manufacturing Chemists commencing their winter campaign have vacancies for strong Salesmen for certain territories; salary, expenses, commission and bonus to proved men. State age, whether car, last employers, territory worked and when can commence to 227/186, Office of this Paper.

CHEMIST, Qualified, required to generally assist principal in small wholesale business, S.W. Lancs; commencing to pack own specialties; some travelling; adaptability, initiative and ability to present offers attractively most necessary. Fullest particulars in confidence (if not answered 7 days respectfully declined) to Evangelical, 497/6, Office of this Paper.

FIRST-CLASS Representatives with established connections now calling on Chemists required for an old-established Proprietary; all districts Great Britain; good commission; applications treated in strict confidence. P.C.B. 89/38, Office of this Paper.

GRANULATOR, preferably with some experience of coating, required by Tablet and Pill Manufacturers; 17 miles from London; apply, stating age and wages required, and giving full details of past experience. 227/179, Office of this Paper.

IF you are a Salesman and can handle another line on a commission basis we can offer you Sole Agency for your area; state ground covered, approximate number of customers, other lines (if any), whether possessing car. 495/6, Office of this Paper.

MALT AND OIL.—Travellers required for all areas by well-known Manufacturers; only those with really sound connections amongst Chemists and Druggists need apply; good commission paid; quality and packing excellent. 493/23, Office of this Paper.

REPRESENTATIVE for Yorkshire and North-East Coast required to call upon Doctors, Dentists, Veterinary Surgeons and Chemists with high-class British Proprietaries. Applications will only be considered from gentlemen owning a Doctor's and Veterinary connection recently worked. State age and firms previously represented, and supply details of importance in first letter. Apply "T.", 227/162, Office of this Paper.

REPRESENTATIVE required, for Lancashire connection, to sell Medicinal Packed Lines; salary and commission; state age, minimum salary required and experience; replies treated strictly confidential. 227/180, Office of this Paper.

REPRESENTATIVE required for Yorkshire, Lancashire and Tyne; must have a good connection on this territory with the principal Chemists, Large Stores and Co-operative Drug Departments; Packed Goods, Specialities, &c.; remuneration: salary, expenses and commission; as full particulars as possible in first letter, please. 227/181, Office of this Paper.

REPRESENTATIVES required, with connection amongst Chemists and Stores, by established company. Fullest particulars and area covered to 227/183, Office of this Paper.

REQUIRED, Medical Representatives for London. State previous experience, salary required, &c., to 227/183, Office of this Paper.

STILL some Representatives (carrying other lines) wanted for London area to visit Chemists for the most sold article on the Continent; new line of advertisement connected with this product resulted in excellent sales at the first trials in London. Send full particulars as to experience and districts known to P.C.B. 89/27, Office of this Paper.

TRAVELLERS having connection with Stores, Chemists, Hairdressers and Beauty Parlours required for London; generous commission basis to commence; write appointment. 497/18, Office of this Paper.

SITUATIONS WANTED.**RETAIL (HOME).**

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—M.P.S., Scot (26); capable and reliable; Manager or Assistant; permanent; experienced in all branches; excellent references; interview any time; London preferred. 495/37, Office of this Paper.

A.A.A.—QUALIFIED (33); single, tall, abstainer, keen; seeks position as Manager; 15 years' all-round experience; City and country; Dispensing, Prescribing, Photographic, Window-dressing, Counter; manager present position over 5 years; disengaged September 9 owing to sale of business. 63 Cannon Hill Lane, Merton Park, S.W.20.

A.A.A.—QUALIFIED (25) offers services to high-class Pharmacist; keen businessman; capable Pharmacist; now managing, requires post with more scope; must be London, S.W. preferred. 494/15, Office of this Paper.

A.A.—M.P.S. (27) desires post; view to succession considered; London and provincial experience; Lancs only. Barker, 12 Frenchwood Ave., Preston.

A.—QUALIFIED (24) Assistant or Manager; experience in all branches; excellent references; permanency desired; Yorkshire or Bristol district preferred. "Chemist," "Wrenbury," Tinsill Road, Cookridge, Leeds.

A CAPABLE Qualified Scot (25); tall; 8 years' experience in all branches, including managerial (London and country); accurate Dispenser, Photography; excellent references; as Branch Manager or Assistant. 495/5, Office of this Paper.

A PERMANENT and progressive situation required; Qualified (45); 20 years' W.E. experience; last situation 10 years; abstainer; disengaged September 30. Chemist, 477 North Circular Road, Cricklewood, N.W.2.

A QUALIFIED experienced Manager desires permanency; London or suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A QUALIFIED Manager or Assistant; with living accommodation; all-round experience; abstainer; low salary. 12 The Vale, Northampton.

A QUALIFIED (28), tall, smart, energetic; 12 years' London and provincial experience; all branches; desires position as Manager or Assistant in good-class pharmacy; excellent references; free Street 16; ex locum; provinces preferred. Webber, 17 High Street, King's Lynn.

A S Manager, Assistant, Dispenser or Locum; Birmingham or Midlands preferably, not essential; thoroughly experienced; disengaged September 9. Harley, 64 Hunters Road, Birmingham.

AS Manager or Assistant; Pharmacist (24) available for progressive position; highly recommended. Winsor, 1 Hardwick Road, Sherwood, Nottingham.

AS Manager; Pharmacist (35); West-End experience; married; unique personality, proved business builder; all branches and Optics; unimpeachable references; moderate salary; conscientious. 48 Burghill Road, Sydenham.

ADVERTISER (32), Unqualified, seeks position; London; 13 years' experience all branches; F.S.M.C., own trial case, &c.; at present managing (4 years); disengaged shortly. W. R. F., 497/23, Office of this Paper.

ASSISTANT; manage; expert Counter, Prize Photographer; West End 10 years; A1 references; unregistered; free; permanency; middle age. MacLellan, Wotton-under-Edge.

ASSISTANT, Unqualified; first-class Dispensing experience; single, active, London only; personal interview. Jones, 8 Kingswood Avenue, Queens Park, N.W.6.

ASSISTANT, Unqualified (27); temporary or permanency; experienced in all branches, including Optics. Wisbey, F.B.O.A., 59 Queens Walk, Peterborough.

ASSISTANT (30), Unqualified, experienced; Dispensing, Counter, Window-dressing and Photography; disengaged; will interview. Huxtable, 73 High Street, Gravesend.

BRANCH Manager, Qualified; Provincial/London experience; successful record; highest references; last 8 years suburban. 69 St. James Road, Carshalton, Surrey.

BRISTOL.—Assistant attending classes at Technical College for qualifying examination requires evening and/or Saturday afternoon work from October 1; best references. W. D. S., 2 Westway Parade, Malvern Road, Bournemouth.

BRISTOL Royal Infirmary-trained; also Retail Experience; Young Lady (23), Part I, seeks post; Bristol or Midlands preferred. Howells, Orchard House, King's Street, Broseley, Salop.

CAPABLE Lady Assistant (Hall), 9 years' first-class Dispensing and General experience; pharmacy-trained; highest references. "D.", 22 Narcissus Road, N.W.6.

DEPARTMENTAL Store Buyer requires change where keen buying, sales promotion, display advertising and organising ability would be appreciatively employed; advertiser is used to control of Dispensing, Drug, Perfumery and Photographic Departments; would consider wholesale appointment or management of high-class pharmacy with view to succession. Replies in strict confidence to "Departmental," 496/28, Office of this Paper.

ELDERLY Qualified Chemist; active; capable and reliable; desires employment in Liverpool. Thomas White, 21 Miller Street, Dingle, Liverpool.

EXPERIENCED Surgical Belt Maker, Truss and Hosiery Fitter, &c.; assist shop; would manage Ladies' Department; good references; go anywhere. Miss Booth, 281 Manningham Lane, Bradford, Yorks.

FREE September 16; locum or permanency (age 21); experienced all branches; quick N.H.I. and Counter trade; also 2 years' Harrogate experience. "M.P.S.," 50 Westover Road, Bramley, Leeds.

GENTLEMANLY Assistant (23), very smart, capable and willing, Dispensing, Photography, Counter and Windows, can prescribe, at present engaged, 3 years, earnestly desires better position; Croydon or district preferred. "Bernard," 300 Holmesdale Road, South Norwood, S.E.25.

JUNIOR desires post; Midlands preferred. Hopkins, 86 Bibury Road, Hall Green, Birmingham.

LADY Assistant Dispenser (Hall), thoroughly experienced all branches of the work, desires post; Brighton or near. 8 Prestonville Road, Brighton.

LADY Dispenser, Qualified, Hall, requires post with Doctor; any part of London, experienced in Panel Work; excellent references. Miss Hoard, 156 Elgin Avenue, Maida Vale.

LADY Dispenser (Hall), Book-keeper (28), requires post; 9 years' good general experience. H., 153 Wakehurst Road, S.W.11.

LADY Dispenser (27), Hall, requires change; Doctor or Chemist; present position Chemist, four years; good references. 495/33, Office of this Paper.

LADY seeks post, London, as Chemist's Counter Assistant, Secretary (Shorthand-Typist) or Cashier; good West-End experience; disengaged. Write "K.," 131 Mountview Road, N.4.

LADY (33), Unqualified, capable Dispenser, Counter-hand, Book-keeper, requires post London or suburbs. 496/3, Office of this Paper.

LADY (25) desires Dispensing experience, London, in return for services; 9 months' training. 494/37, Office of this Paper.

LADY (22), Hall qualification, in good-class business, anywhere. 497/15, Office of this Paper.

LOCUM, Qualified, good varied experience, and references; disengaged September 11 onwards. S. Hoskins, c/o Rex & Co., Chemists, 37 Berners Street, Oxford Street, London, W.1.

LOCUM, Qualified (48), free September 19; well recommended; excellent all-round experience. Howell, c/o Gordon, Chemist, Grosvenor, Bath.

LOCUM, Qualified; disengaged at present; 40 years' experience; London and Provinces. A. H. Mossom, South Road, Norton-on-Tees, Co. Durham.

LOCUM, Qualified, experienced (37); free after September 9. Write for terms, Ridsdale, Blendworth, Horndean, Hampshire.

MIDDLE-AGED Man seeks post Doctors' Dispenser, Book-keeper; experienced; excellent references. H. Stephen, 1 Alexandra Road, Bedford Park, W.4.

M.P.S. (24) desires position, end of September, London preferred; Manager or Assistant; keen Salesman, quick and reliable Dispenser, good Window-dresser references. T. A. B., c/o Chemist, 89 Chalk Farm Road, N.W.1. 'Phone Guliver 1253.

M.P.S. (35) seeks permanency, London; matriculated; over five years' management last position; experienced, trustworthy, good personality; excellent references. 497/8, Office of this Paper.

M.P.S. (22); Manager or Assistant; efficient Salesman; capable of taking charge. "I. A.," 4 Beaumont Street, Mile End Road, E.1.

MR. J. L. HOLDEN, Walton-on-Naze, confidently recommends Miss Goode, M.P.S. (27), Square-trained, for any Senior position, Wholesale or Retail; adaptable, excellent experience all branches, accustomed to taking charge, buying; free by arrangement. Miss Goode, 83 High Street, Walton-on-Naze.

PART-TIME Employment required while qualifying; evenings from 5.30 and/or Saturdays any time; age 21 years; 5½ years' experience in Retail Pharmacy. Champion, 17 Oscar Street, S.E.8.

PHARMACIST recommends his Apprentice as Junior; neat, accurate, good Counterman and Window-dresser; month's time. 494/34, Office of this Paper.

QUALIFIED, elderly; experienced Dispenser, well recommended; moderate salary; disengaged; London only. Alex. Wilson, 14 Percy Circus, London, W.C.1.

QUALIFIED Lady (30) desires situation; London, Golder's Green District or Midlands; 14 years' excellent experience; salary £3; disengaged. 495/12, Office of this Paper.

QUALIFIED Manager seeks change; young, energetic, abstainer; capable organiser and staff controller; all-round experience, seaside, country and West End; excellent references; Southern England preferred; free one month. 497/20, Office of this Paper.

QUALIFIED Manager, successful business builder, seeks position; London, suburbs; thoroughly conscientious; keen Salesman; domestic reasons. 496/29, Office of this Paper.

QUALIFIED Pharmacist (24) desires permanency in middle-class Pharmacy; excellent references; good appearance and experience; disengaged October 7. Pharmacist, 78 Bishop Road, Bristol, 7.

QUALIFIED (24), thoroughly experienced, desires permanent position as Manager or Senior Assistant; Lancashire or Cheshire preferred; free early in October; excellent references. "Chemist," 9 Park Avenue, W. Timperley, Cheshire.

QUALIFIED (23); permanency in good family business; tall, good appearance, address and experience; salary £4; excellent testimonials. 493/36, Office of this Paper.

QUALIFIED (27) as Manager or Responsible Position; 12 years' experience; Dispensing, Counter, D. & P.; excellent references; disengaged managership through disposal; interview; free September 23. Holroyd, 7 John Street, Heanor, Nottingham.

QUALIFIED (24), Square-trained, seeks permanent position as Assistant or Branch Manager; excellent Dispenser, keen Salesman. Markham, 33 Park Road East, Bedford.

QUALIFIED (46); experienced, reliable, trustworthy; as Manager, Dispenser or Locum; free September 22; excellent references; indoors if convenient. W. H. Harris, 28 Cromwell Street, Gloucester.

QUALIFIED (22) desires situation in High-class Pharmacy; disengaged end September; highest credentials. Norman Hart, 24 Cumberland Avenue, Grimsby.

QUALIFIED (27); thoroughly experienced; highest references; seeks Evening Post; London. Chemist, 38 Sinclair Road, W.14.

TALL, Healthy Scot (26), Qualified; meantime managing for trustees; free from October 2; capable Manager or Assistant; excellent references; high-class experience England, Scotland; succession after mutual trial preferred. 495/11, Office of this Paper.

UNQUALIFIED Gentleman (25) seeks change; South or West Wales preferably; 9 years' experience; 4 years London; Counter work, Dispensing and Window-dressing; single. 494/38, Office of this Paper.

UNQUALIFIED (28); married; good appearance; tall and well educated, disengaged soon; 12 years' sound business experience; competent Dispenser; good Window-dresser; reliable Counter-man; first-class knowledge Photography (sales and workroom); capable and energetic Assistant; anywhere. Watson, 52 Church Street, Cromer.

UNQUALIFIED (22); 6 years' experience market town; Counter, Dispensing, Photographic; excellent references; North Country preferred. J. Doxey, Kirk Tretton, Derby.

YOUNG LADY, Hall Certificate, 2½ years' experience Dispensing and Counter, desires change; not afraid of work. 494/8, Office of this Paper.

WHOLESALE.

ASSISTANT (25) seeks situation; 7 years' good all-round experience Wets, Drys, Patents, Proprietaries; smart, energetic; highest references. 496/32, Office of this Paper.

ESSENCES, Perfumery, Toilets; experience in manufacturing knowledge of Essential Oils, Wets, Drys, Packed Goods, Stock-keeping, Office and Warehouse duties; good references. S., 269 Sherrard Road, Manor Park.

EXPERIENCED Salesman, connection Chemists, Hairdressers, Stores, requires position. Box 1211 Scripps's, South Molton Street, W.1.

GENERAL or Sales Manager, with successful A-Z experience of Chemists and kindred Trades, desires wider scope with new or old-established firm; confidence respected. Write Box 703 Sells, Ltd., 168 Fleet Street, E.C.4.

GENTLEMAN open to accept Extra Commission, London and South of the Thames; reliable connection; Medical Profession and Chemists. Index, 3 Wine Office Court, London, E.C.4.

GENTLEMAN (28) desires position as Representative; 10 years' experience Retail Pharmacy; keen Salesman; disengaged. Jeeves, 83 Corton Road, Lowestoft.

GENTLEMAN (34) seeks advancement; really good connection amongst Chemists, &c., in Lancashire; will consider terms from any reputable house. 497/12, Office of this Paper.

LADY (24) requires post Wholesale Manufacturing Chemist; Pills, Tablets, Filling, Finishing Packing. M. R., 125 Clifton Street, Finsbury, E.C.

MR. A. FUTTY, 2 Staplehurst Road, Lewisham, S.E.13, having sold his business, desires position as Representative of Manufacturer or Wholesaler supplying Chemists, Hairdressers, &c.

P.H.C. (young), at present with London manufacturing and wholesale firm, desires change to similar or different post; Retail, Teaching and Hospital experience; first-class references; please send full particulars. 494/33, Office of this Paper.

PILLS, TABLETS.—Charge Hand; many years' experience Pill-making, Tablet-making, Sugar, Pearl and all Coating; full control and working arrangements of all formulas. "B. S. S.," 494/32, Office of this Paper.

SALESMAN (28), experienced all departments, seeks post, South of England preferred; car. H. B., 34 Lower Fant Road, Maidstone.

WIDOW seeks position in factory, used to making of Face Cream, controlling of girl labour; experienced in labelling, wrapping, &c., also machinery; excellent references. M. B., 47 Lowden Road, Herne Hill, S.E.24.

FOR SALE.

CASH Register, "National" make, for disposal, with "paid out" key; adds all takings; excellent condition. Write R. Wells, 88 Sandilands Road, Fulham, S.W.6.

MISCELLANEOUS.

A "BEST Fitted and Equipped" Pharmacy pulls trade; new and second-hand fittings and showcases of all kinds and sizes. Write enquiries to or call at PHILIP JOSEPHS & SONS, LTD., Shopfitters, 90/92 St. John Street, London, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes), Old Photo Goods or Cameras. Bromide Papers, Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along. **S. E. HACKETT, 23 July Road, Liverpool**

LIMITED COMPANIES REGISTERED.—I have now been engaged in this work over 20 years, so you may rely that my experience in Chemist and other Companies (I take all trades) is hard to beat. Most reasonable and inclusive Fee. Advice free. A. B. SLACK, 721 Princess Road, West Didsbury, Manchester.

REMOVED FROM AIR STREET, PICCADILLY.—Fixtures suitable only for a large Pharmacy: 17 ft. 6 in. Drug Fixture, 84 Drawers, &c.; 14 ft. Mahogany Counter, Show Case Front; 16 ft. Wall Case, Centre Section fitted with Bow-fronted Show Case; Dispensing Screen, with Cases, Mirror Back and Glass Shelves; Personal Scale; Silent Salesman; Cash Till; Shop Rounds. Write or call. RUDDUCK & CO., 219-227 Old Street, E.C.1.

SHOPFITTINGS and Fixtures. King's can equip a Pharmacy with a complete range of modern fixtures in oak or mahogany from £75; we would welcome a visit to our showrooms; now ready, new catalogue No. C.D. 1013, post free on application. J. C. KING, LTD., 42-60 Goswell Road, London, E.C.1.

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists. D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

WANTED.

CASH Register Wanted, National Model. Write P.C.B. 89/16, Office of this Paper.

DUTCH OCCLUSIVE PESSARIES (with metal spring); English manufacturers invited to write, sending particulars and price per gross. 227/170, Office of this Paper.

THE SUPPLY OF SUPPLEMENTS

On receipt of addressed Post Office Wrappers (not more than six at a time) stamped 1d. the Chemist and Druggist Supplement will be forwarded without cost.

LOOSE STAMPS WILL NOT BE ACCEPTED

If wrappers bear a halfpenny stamp only, postal delivery may be delayed.

LET'S WORK TOGETHER!

—by co-operating with our Display Department, you can easily increase your profits.

Whenver a Pharmacist makes a Bob Martin Display his sales of Bob Martin's Condition Powders are always doubled or trebled. Our correspondence proves this.

The explanation is simple—The thousands of advertisements we put out every week have made dog owners want Bob Martin's Condition Powders, and the Pharmacist who most persistently reminds people that he sells Bob Martin's Condition Powders gets the largest share of the sales. And so we say "let's work together." **You** can increase your Bob Martin sales. A display in your Pharmacy makes our Advertising more resultful, and **at the same time helps you to make increased profits.**

A complete range of attractive sales-compelling displays; cut-outs, show-cards, screens, window-bills, counter leaflets or posters—any or all of these can be yours for the asking.

Write to-night, telling us what displays you can use, and within twenty-four hours they will be working for you, earning money in your Pharmacy.

WRITE TO-NIGHT.

Bob Martin Ltd., Southport, Eng.



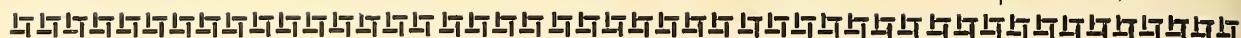
**Bob Martin
Displays
make
Passers-BUY**

**Read this letter from
a Pharmacist who
doubled his sales with
a Bob Martin Display**

242, The Broadway, Wimbledon,
London, S.W. 19.

I have recently made a full window display of Bob Martin Preparations, with results that really surprised me. My sales during the past two months have doubled, and the enthusiasm of my customers convinces me that this increase will be well maintained. Personally, I am very pleased to write this letter to you, because I must admit that even two years ago I did not believe that the Dog Medicine business offered anything like the possibilities I have since proved it to have.

(Signed) E. R. JACKSON, M.P.S.



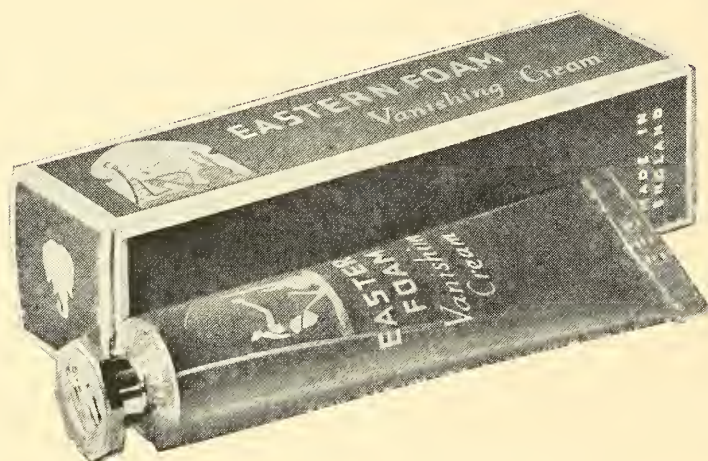
THE NEW

EASTERN FOAM

A REMINDER!

The New Eastern Foam should be displayed on your counter **NOW**. Our advertisements are appearing in the national press; but it is essential to our mutual interest that the public should meet with an effective reminder at the point of sale.

All sizes are packed in display outers, and additional show material may be had on request.



STOCK

The public are now asking for the **NEW** Eastern Foam and should be able to obtain it.

It is not good business to offer them the old style packages, which contain an entirely different cream. Any remaining stock of the old packages should be returned to us with a request for a replacement by new ones.



A product of THE BRITISH DRUG HOUSES LIMITED

